

MAY 24 1932

Weekly

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THE Publishers' Weekly

The American Book Trade Journal

62 West 45th Street, New York

VOL. CXXI

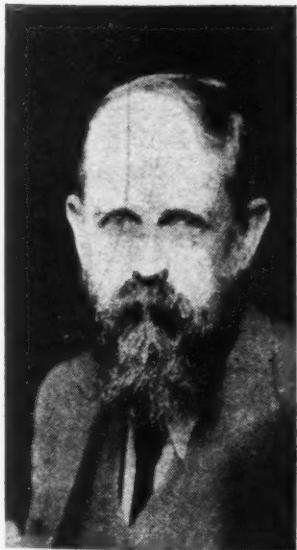
NEW YORK, MAY 21, 1932

No. 21

Thousands Everywhere Will Read It

What I Owe to Christ

By C. F. ANDREWS



An Unusual Spiritual biography

An Impressive Human Document

A Modern Interpretation of the Words of
Jesus: "We speak that we do know"

Written "with a warm hand and a heart of
love"

Price, net, \$1.50

To Be
Published

June 15

THE ABINGDON PRESS

NEW YORK
150 Fifth Ave.

CINCINNATI
420 Plum St.

CHICAGO
740 Rush St.

Coming June 15
by
Harriet Henry
author of
"Lady With a Past,"
etc.

"The Rakish Halo" is the story of a modern New York girl who leads men on and then withdraws—how she reacts to the two men who love her, and to her girl friends not as fastidious as she is.

Snapped up by Warner Bros. on the basis of the title, synopsis, and a sample of the dialogue, as a vehicle for Constance Bennett.

\$2.00

THE RAKISH HALO



F L A M E

by C. E. Scoggins

author of
"The Red Gods Call," etc.

Gun-running and political plotting on an Island in the Caribbean—an unusual combination of the old time swash-buckling tale and a very modern story of fighting planes, machine guns, gangsters, soldiers of fortune, New Yorkers fed up with speakeasy life—and a heart-warming romance. *June 15.* \$2.

A D A G G E R I N T H E D A R K

by Walter F. Eberhardt

A fast moving New York murder mystery exposing the inner workings of the highly organized criminal gangs told in the hard-boiled language of our day.

June 15. \$2.

A Morrow Mystery

WILLIAM MORROW & CO.

Canadian representatives; McClelland &



386 Fourth Ave., New York

Stewart, Inc., 215 Victoria Street, Toronto

An invention to end depression

Are you bothered by rats, tapeworm, recalcitrant fish, colliding trains, uncomfortable bicycle seats, anonymous eggs, lack of dimples, or — (sorry, we can't mention that one). If so this book was written for you. (also if not, this book was written for you). Two inspired authors have gone to the U. S. Patent Office and dug out of the files actual patented inventions

stranger than Believe It or Not and funnier than Boners. Each invention is reproduced with text and drawing (and if you don't believe they're genuine, send ten cents and the number of the patent to the U. S. P. O. and see what you get). The only invention omitted is a device to keep the reader from laughing himself sick. Here are a few of them.



A novel device for automatically effecting polite salutations by the elevation and rotation of the hat on the head of the saluting person . . . without the use of hands in any manner.



This invention relates to an improved fire-escape or safety device, by which a person may safely jump out of the window of a burning building from any height, and land without injury and without the least damage, on the ground.



A new, original, and ornamental design for a Fish Lure.

**THIS BOOK IS SOLD
YOU UNDER THE VIKING
PROTECTION PLAN**



This invention relates to eye-protectors designed for fowls, so that they may be protected from other fowls that might attempt to peck them.



This invention relates to improvements in the construction of rocking-chairs, with air-blowing attachments.

BEWARE of IMITATIONS

Compiled by H. A. Jeffcott, Jr. and A. E. Brown

\$1 00

Coming July 8th

18 East 48th St. • THE VIKING PRESS • New York City

In Canada: The Macmillan Co. of Canada, Ltd., Toronto



★ His last book—"The Forge"—is the only novel by an American ever chosen by the English Book Society.

A GREAT **JULY** BOOK

T. S. STRIBLING



Here is a magnificent story of the forces of accident that linger around the corners of life. It traces the rise and fall of a Southern gentleman in business, catches the whole panorama of the new American South. In depth, humanity, it com-

pares with Thomas Mann. We believe that in this novel—and in *The Forge*, with which he began the trilogy, T. S. Stribling is writing a major American work. The book is sure to be much discussed and brilliantly reviewed. July selection, Literary Guild. 571 Pages. July 1—\$2.50. Doubleday, Doran

THE STORE

A GREAT **AUGUST** BOOK

ELLEN GLASGOW

We believe that "The Sheltered Life," by Ellen Glasgow, has everything to make it this author's greatest success. It is a novel of the end of romance. The setting is Queensborough, scene of "The Romantic Comedians"; the time roughly from 1905 to 1914. The story is of the last famous Southern beauty, a woman whose loneliness was forever coming between

herself and life.

The book is humane and understanding. It is witty, but it is also deeper than anything Miss Glasgow has written in some time. It is the ripe, rich achievement of a distinguished lady, who must be numbered among the four or five most important of living American novelists. Coming August 3—\$2.50.

Doubleday, Doran

THE SHELTERED LIFE



★ She has had three great straight successes, reaching, with *They Stooped to Folly*, well over 100,000 copies.

"YE GODS! - A PROFIT? - OR AM I SEEING THINGS?"

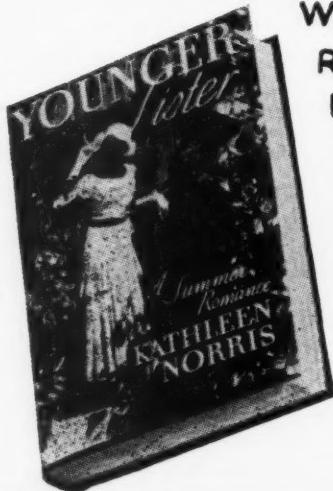


THESE 4 BOOKS AREN'T WRONG ...they're going to KEE

"OH BOY, HERE'S THE KIND OF BOOK I'M LOOKING FOR! A NEW **KATHLEEN NORRIS** - A FRESH, APPEALING SUMMER ROMANCE IN HER BEST MANNER. JUST THE THING FOR THE LIBRARY CUSTOMERS, AND FOR PEOPLE WHO CAN SPEND \$2, TOO. **YOUNGER SISTER** IS A SURE THING!"



"AND TAKE A LOOK AT THAT WRAPPER WE NEVER TALKED ABOUT. WILL YOU? THAT'S A REAL GIRL.. IN THE FIRST FULL-COLOR PHOTOGRAPH JACKIE COOPER HAS EVER SEEN.. JUNE 23 IS THE LUCKY DAY.."



"PUBLISHERS KEEP PREDICTING THAT **WESTERNS** ARE COMING BACK. THEY'VE NEVER BEEN AWAY.. AS FAR AS I'M CONCERNED.. THOUGH I DO NOTICE RECENTLY A STEADY INCREASE IN DEMAND. THIS ONE SEEMS TO HAVE HUMOR, ROMANCE, EXCITEMENT AND ABOVE ALL IT'S HUMAN.."

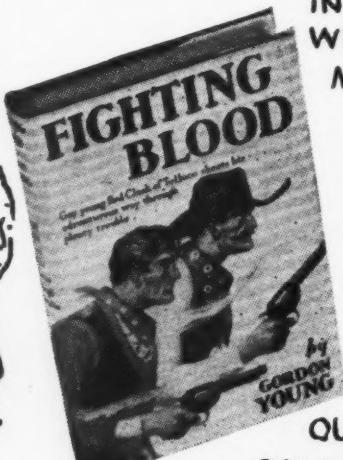
(JUNE 9)



THE PUBLISHERS PUT IN A WORD:

IN 15 YEARS OF PUBLISHING WESTERNS WE'VE NEVER REMAINED A SINGLE COPY UNSALEABLE. THIS ONE IS A WINNER. ALL YOU HAVE TO DO IS TELL THE MAN ON THE STREET TO PUT IT ON THE COUNTER OF BOOKSTORES AND IT'LL GO.. WE FEEL SO CONFIDENT ABOUT IT, THE PUBLISHERS ARE MAKING AN EXCEPTION TO OUR GENERAL RULE: WE ARE BREAKING ALL RECORDS AGAIN PR

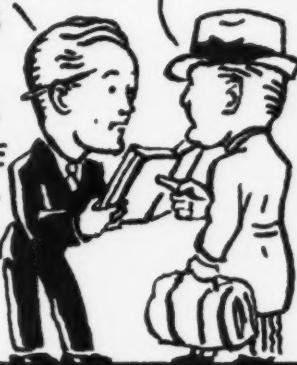
We've been noticing lately that a good many books arranged for June publication have been withdrawn in June. . . . Now this doesn't little plan to happen to be our policy. We believe that certain staples as the **F**are always needed. We'd rather do a little



WING FOR A BETTER SEASON

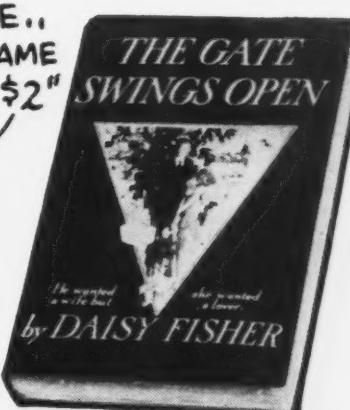
DOKE a Better Season!

PERVE NEVER HEARD OF
LISY FISHER, BUT THIS
STORY IS ALL THERE,
FAR AS I'M CONCERNED.
IT'S ABOUT TWO
YOUNG THINGS WHO WERE IN
LOVE, ONLY HE
WANTED A WIFE
AND SHE WANT-
ED A LOVER!"

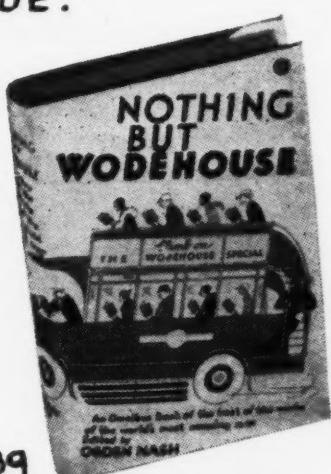


"WELL, YOU CAN TAKE
MY WORD FOR IT THAT
THIS LADY IS A COMER..
SHE BELONGS RIGHT
ALONG WITH PEDLER,
AYRES, ETC.
IN FACT, IN
ENGLAND SHE'S
ALREADY A
BEST-SELLER!"

"I'M GOING TO GIVE THIS ONE A
LITTLE BOOST. THAT FLASHY RED
WRAPPER IS A PEACH...
LET'S SEE..
JUNE 23, SAME
AS NORRIS.. \$2"



A cartoon illustration of a man with a wide, joyful smile, showing his teeth. He has short, wavy hair and is wearing a dark suit jacket over a white shirt. His right hand is raised in a pointing gesture, directed towards a small, dark book he is holding in his left hand. The background is plain white.



'THE WODEHOUSE OMNIBUS'
CONTAINS:

TWO FULL LENGTH NOVELS.. FAVORITE "JEEVES" AND "MULLINER" STORIES.. HILARIOUS PREFACE BY OGDEN NASH.. ENOUGH TEXT TO MAKE ABOUT THREE BOOKS AND A HALF.. THE FUNNIEST THINGS BY THE FUNNIEST MAN ALIVE. (JUNE 23)





books arranging of the list to meet your summer fiction needs, isn't little planning ahead for profit—with, say, such sure-fire tains as the four June sellers which we're offering in this ad....

DOUBLEDAY, DORAN

Published June 7

OWEN D. YOUNG

A New Type of
Industrial Leader*

by IDA M. TARBELL

*AND a new type of Political Leader. The eyes of the country are on him. Owen D. Young will be front-page news this June as he has never been before, even in a career that has made him an international figure of the first importance. Miss Tarbell, author of the perennially popular "Life of Abraham Lincoln" and "The History of The Standard Oil Company", has written another masterpiece of vivid, human interest. Order your stock of this sure-fire best-selling biography in time to cash in on our special advertising hook-ups.

Probably \$3.00

M A C M I L L A N

IMPORTANT NOTICE

Due to an unavoidable editorial delay in volume 12 of **EVERYMAN'S ENCYCLOPEDIA**, it will be impossible to publish this volume on June 1st as previously planned and announced. Since we will be unable to publish this volume until July 1st, it will be necessary to postpone the publication date of the complete set until that date.

We will, of course, stand by our agreement not to advance the special pre-publication price-offer of \$25 to \$30 until the set is complete. It will therefore be possible for booksellers to buy this set at \$25 up to July 1st. In addition, any bookstore that buys one set of **EVERYMAN'S ENCYCLOPEDIA** before July 1st for stock and display purposes will be allowed the special 40% discount. This discount will apply on all orders for the period of a year, the arrangement to be continued thereafter provided the bookseller can make it worth while.

FIRST YOUR PENNY

by **Diana
Patrick**

*The new Summer Romance
by the popular author of
"Gather the Stars,"
"Heart's Garrison,"
"The Time of Gold," etc.*

THIS new romance introduces the reader to Diana Patrick's most attractive heroine, Amaryllis Sheridan, known to her friends as "Ryll." "Ryll" is young, lovely, and carefree. The whole world, she believes, is hers to command. She had yet to learn the important lesson of life that Simple Simon learned on his way to the fair—that "the sweets of life must all be paid for."

"First Your Penny" is the story of her discovery of the important things in life—and the meaning of true love. It is, perhaps, Diana Patrick's most touching and triumphant novel—a worthy successor to those fiction best-sellers "Gather the Stars" and "The Time of Gold."

To be published June 1st, \$2.00

The advance orders on this book are already larger than the advance orders on the author's previous book. The only book we've published since January of which this can be said.

Change in Publishing Plans!

THE FLYING BEAST

By W. S. MASTERMAN

will be the Dutton Clue Mystery for June. This book takes the place of the Keeler book which was scheduled to be published that month. The Keeler book has been postponed until the fall. "The Flying Beast" is a macabre mystery that shows Masterman at his best. Shall we fill your order on the Keeler book with this title or do you prefer to send us a separate order? Please let us know immediately.

Publication date, June 1st, \$2.00

*On June 3rd, we will publish new editions
of the H. C. Bailey books*

| | |
|--------------------------------|---------------|
| KNIGHT AT ARMS. | \$2.00 |
| THE MERCHANT PRINCE. | \$2.50 |
| CALL MR. FORTUNE. | \$2.00 |
| MR. FORTUNE PLEASE. | \$2.00 |
| MR. FORTUNE'S PRACTICE. | \$2.00 |
| MR. FORTUNE EXPLAINS. | \$2.00 |
| MR. FORTUNE'S TRIALS. | \$2.00 |

Out of print for varying lengths of time, we are reprinting these books in response to popular demand and to take care of the steadily increasing number of back orders. Inquire about special discount on assortment.

E. P. DUTTON & CO., INC., 300 Fourth Avenue, New York

[COMING JUNE 24th]

Alice Grant Rosman's new love story

BENEFITS RECEIVED

A delightful novel — revolving about gay Biddy Kerlin, on her own in the world; her imperious, warm-hearted, rich grandmother; and Sholto "who plays cricket and makes jam."

\$2⁰⁰
Picture jacket
in 4 Colors

**BEST OF AN UNBROKEN
LINE OF SUCCESSES !**

1928—**THE WINDOW**
First sensational Rosman triumph.

1929—**VISITORS TO HUGO**
The father and son novel that made her still more popular.

1930—**THE YOUNG and SECRET**
The story of rebellious youngsters that won her the title: "America's best loved novelist."

1931—**THE SIXTH JOURNEY**
Its advance sale doubled that of "Visitors to Hugo."

Minton, Balch & Company
2 West 45th St., New York

The PUBLISHERS' WEEKLY

THE AMERICAN BOOKTRADE JOURNAL

NEW YORK, MAY 21, 1932

Selling the Clubwoman

Helen M. Bramble

How the Bookseller Can Give Profitable Service to Clubwomen Who Are Preparing Papers

"I HAVE TO write a paper to give before my club next month, and I haven't the vaguest idea where to go for material. Can you help me?"

This plea comes to hundreds of librarians all through the year—and they help. They dig into old files, they tell women what they know of new books coming out, they furnish what they can of contemporary magazine articles, they may even send to the state university extension service for material, but, usually, this is as far as they can go. And, since most small libraries are prevented by the limitations of their budgets from buying all but the most necessary and obvious of the new titles, and since it is the small town club which has to provide its own entertainment in the form of papers by its own members, the result is obvious. It is true that the small town club hasn't much money to spend, but it always has some, and individual members will be more apt to spend money to prepare their own papers than the club will be to spend of its funds. The average woman who is unused to speaking publicly will go to almost any lengths in her desire to present an interesting and satisfactory paper. Sometimes she will even pay to have it written, but she should be discouraged from this practice. If material were more accessible, her difficulties would be lessened. And, since very few women can write a paper without some research—unless they are writing on some subject in which they are specially trained—it is apparent that their recourse must be to books and maga-



Helen M. Bramble

zines, in the main. Why, then, isn't the bookseller the logical person to help them?

I have heard it said that the bookseller does not know how to reach the clubwoman. He knows that there is a field there for operation, but how can he get into it? There should be no difficulty, and once women realize that he is willing to help them, they will come to him, and the word-of-mouth advertising and publicity that he will get will be of tremendous value. At first his efforts in their behalf

will probably not be justified by his sales, but eventually they will. Last year I took a map of the United States and spotted it with all the towns—in proper location—where my service was used. This proved graphically what I could not have shown otherwise. In each state there were sections of dots close together, then a vacant space, another group of closely associated dots, more spaces, and more groups of dots. Since there had been no advertising to account for these groupings, there was only one answer. Women in one town had passed on their knowledge of the service to women in neighboring towns, and they in turn had done the same. The result: valuable publicity and the enlargement of the service. The same results will come to the bookseller who lets it be known that he wants to help. And how can he let it be known? Thus:

First with the federated clubs. Every state federation has among other officers, a president and a program chairman. The state is divided into districts and each district has similar officers. The same holds true both in county and town. It is never difficult to find out who is the president of the state organization. She can tell the bookseller who the state program chairman is, and the program chairman, in turn, can refer him to the various district and county chairmen. It is wiser, if possible, for him to start his operations at the top and work down, rather than to start with a single local club and work up. It gives prestige to his undertaking. When he has located the chairman—or—men—for his district, he can find out from them what their general study plan will be for the year. Then with his knowledge of current and forthcoming books, he can tell them that he has material on the subject and will be glad to help them locate more. The same approach can be used with local clubs—and more easily. Knowing what their interests are, he can keep them informed on new publications applicable to their programs. If he can get one of their year books—and almost any grateful club member will loan him hers—he can see the topics for each week's or month's discussion, he can see who are to give the papers, and he can suggest accordingly.

Most clubs plan their programs in the late spring. They are probably at work

now, trying to figure out what to talk about next year. The bookseller can help them. If they are going to study new novels, he can advise them—and probably sell the novels. If they are going to study world conditions, his knowledge of current and forthcoming books will keep their source material timely. But there is much more he can do, if he will.

Booksellers ought to keep on file copies of the Sunday Magazine and Book sections of the *New York Times* and *Herald Tribune*. Very few libraries do this, and unfortunately these magazines are not listed in the "Reader's Guide." There is a tremendous amount of material for clubs in these sections. There are reviews, advertisements, and, in the magazines, a great many personality stories of people who are rarely written about in other periodicals. There was, recently, in one of these magazines, an excellent study of James Branch Cabell (or should I say simply Branch Cabell?). His new book being a Book Club selection, it will probably be used extensively for next year's club reviews. If women could know and refer to the article, as well as read the book, it would help them greatly and make a much more entertaining discussion. That is one example of dozens that might be mentioned.

Many of the publishing houses—notably Doubleday, Doran—publish small booklets about their most prominent authors. They are inexpensive and contain much valuable information, and should be kept on file.

I am a firm believer in augmenting the material found in books with the material found in current magazines. It diversifies and broadens the outlook and is much more likely to give a more tolerant tone to a discussion. This is particularly true in connection with present day world conditions. These study groups are, after all, designed to make women think, and there is no great mental strain involved in reviewing a book. But if to that title are added articles and opinions of other authors, the necessity for selectivity and some judgment is called for and the club woman gains accordingly. All this seems obvious, but there is far too little analysis and too much snap judgment in clubs. For such additional magazine information, the "Reader's Guide" is indispensable to the bookseller, even though most libraries do keep it on file.

Another phase of assistance which booksellers can offer to program chairmen is in the coordination of ideas for discussion. Most clubs which are preparing papers for their afternoon's entertainment try to get in two and sometimes three topics. As a result everything becomes chaotic. A club program should be a unit, no matter how many papers are read. I once was asked to furnish bibliographical references for three papers which were to be presented on one club afternoon. The subjects they had selected were these: "The Sonnets of Shakespeare," "Palestine To-day," and "The Autobiography of Mark Twain." It can be seen from this what I mean when I say they need someone to help them coordinate their ideas. Why not the bookseller?

These services which have been sug-

gested for the federated clubs can just as well be extended to other clubs, of which there are hundreds, all looking for new ideas and suggestions. If the bookseller doesn't know about them, the club or society editor of most small town newspapers can furnish the information. There are parent-teacher organizations eager for new material on child psychology and training; there are business and professional women's clubs interested in almost everything; there are study groups of men and women earnestly working over the new philosophies, new world ideas. All are eager, most are groping. The bookseller, secure in his knowledge of what is available, should be the one to whom all these groups might come for suggestions, for guidance, and—of most importance—for the material itself.

Stamford Bookstore

A Bookshop That Has Successfully Solved the Problem of Catering to All Classes of Customers

A BOOKSTORE ALL PRETTIED up with tinted walls and tinted shelves, and objects d'art here and there—a shoppe, in short,—is anathema to one bookseller, and that one a woman. Elise Noyes wants the Stamford Bookstore to look like a bookstore, and not like a tea room. She tells with pride the story of the truck-driver who stopped his truck, dashed in, bought a book, and was out again, having held up only two timid ladies in a Ford on the Post Road in the Saturday traffic. She wants the store she manages to be as inviting to the truck driver as to the first families of New England.

The staff of the Stamford Bookstore has solved the problem of how to cater to all classes of customers. When the shop was started, as a stock company, nine years ago, it was cordially welcomed by old residents of Stamford, and these friends have continued loyal support to the store throughout its career. But the character of the city of Stamford is rapidly changing. In addition to the old residents, commuters, artists and summer people who have made, and still do make up a large part of the

population of Stamford, there is with the growing industrial character of the city, a rapidly increasing foreign population. The Stamford Bookstore carries in stock, all the time, over ten different foreign-language dictionaries, and has almost daily calls for Americanization booklets.

The store is bright and cheerful, with display windows on the street, and long windows at the back. It is trim and businesslike, and promises the minute you step inside to find you something edifying or amusing, according to your mood or chronic state of mind, or to leave you to browse unmolested.

Gradually certain forms of specialization have cropped up. At the suggestion of yachting customers, the Bookstore secured the government agency for charts, tide tables, and so on, and has built up a good trade in seafaring books, of all kinds, from the practical textbooks of navigation to the wildest yarns of Captain Dingle.

Garden Clubs being a major activity of the region, and Mrs. Noyes having gardened diligently in the years before she was a bookseller, the Garden book department

has always been featured, and its special lists go to a long, and rewarding, mailing list. Didn't a Russian gentleman only yesterday send a copy of Thornber's new book on cactuses to his sister who is raising them on the shores of the Crimean Sea?

A stack full of first, signed and limited editions draws a certain custom to the store, including, last year, one successful thief, who has since been detained in or near New Haven. Some such experience appears to be occasionally inevitable, though rare firsts and packets of postage-stamps are Mrs. Noyes' only—and very rarely—"missing" goods.

Having watched the tastes of a generation of children customers grow from the Oz books and the Boy Allies to E. E. Cummings and Ernest Hemingway, the Bookstore is convinced that its best efforts are wisely expended on the youngest customers. Even the pre-school youngster finds engaging cutouts, puzzles, stencils, dot books, etc., to make a trip to the Bookstore delightful. The children's mailing list is carefully kept up, new names added, and, equally important, adolescents removed lest their growing-up feelings be hurt by the receipt of a children's catalog.

The bookstore has always kept very active mailing lists, and has had great success with a plan for monthly book gifts.

Some of the best customers wish to send gifts to mother, wife or sweetheart every month and often leave the selection of these gifts to the good taste and good judgment of Mrs. Noyes. In a letter sent to some customers who had not yet tried the plan but who might like it, she wrote:

"The service is completely flexible, is individually planned to meet your wishes, and may be altered or terminated by you at any time you like.

"You simply name the recipient and the price limit, giving us as detailed an idea as you wish of the tastes, preferences, prejudices and hobbies of the prospective reader. With all these requirements in mind we select and dispatch the books regularly, rendering you a bill for books and postage—no extra charge of any kind.

"We are sending books on this basis for clients to a wide variety of cases; a novel a month to a conservative elderly lady in Switzerland, the latest non-fiction to a young consul in Japan, a cheerful novel of American Life to a far-away sister-in-law, and so on.



The interior of the Stamford Bookstore showing the convenient arrangement of shelves and tables

"The gratification that is frequently expressed to us over the satisfactory way we carry out these monthly book gift orders makes us fairly sure that we can do more of the same with good results for all. May we undertake some for you?"

Mrs. Noyes has also found book talks to clubs and schools very profitable. She fills the back of the family Ford with books and is off to her lecture. "Only a small proportion of even the reading public reads the book reviews," she says, "and word-of-mouth praise or condemnation, preferably by someone the audience knows or knows about, and trusts, is accepted with an alacrity that is almost alarming to the conscientious speaker." She usually charges

a small fee for her talks or has it understood that she may sell books or take orders for them at the conclusion of the talk.

From the very beginning, the Bookstore has had a flourishing circulating library of fiction, with several kinds of membership, including an annual rate of \$15.00 which is a household favorite in bookworm homes. Since January, the library has also circulated jigsaw puzzles, with great profit and success. This has brought a notable number of new clients, who are gradually becoming book-customers as well, following the rule that you have only to expose people and books to each other in order to effect a union.

The English Booktrade is Pulling Together

B. N. Langdon-Davies

A Review of Five Years of Cooperative Labor by Publisher and Bookseller in a Joint Advisory Board

IT HAS TAKEN many years for publishers and booksellers to realize that all their interests, except one or two which were susceptible of arrangement, are identical. Not even today have authors in general come to realize that they too are in the same boat.

When thirty odd years ago it became clear that disaster was likely to overwhelm the bookselling branch of the trade, the two sections were forced to come together. The result was the Net Book Agreement of 1899, by which both parties bound themselves not to sell books to the public below the published price. This removed, provided it was observed, the main rivalry between the two sections, and dog was no longer to eat dog.

It took nearly three decades before, in 1927, it was realized that machinery ought to be set up to insure the working of this Agreement and at the same time it was appreciated that there were other matters on which cooperation and reform were required.

An informal trade dining Club, The

Society of Bookmen, composed of some fifty publishers, booksellers, authors, librarians, printers, etc., had in 1926 arranged and financed a delegation to Leipzig for the purpose of studying the methods of the German booktrade and preparing a report for the English trade. This report was, of course entirely unofficial, but it was of a character to cause the official bodies to rub their eyes. Two facts were obvious: that the German trade was infinitely better organized than the British, and that the British trade could hardly be described as being organized at all. Insofar as the report made recommendations they were perhaps too much influenced by the perfection of the German methods and too little appreciative of the strength of vested interests in Great Britain, and the infinite prejudice of the British mind against cut and dried organization. But the report had its effect.

Correspondence in regard to it was carried on between the Publishers' Association and the Associated Booksellers and, as a result, in January, 1927, a large and powerful joint committee of the two bodies was

set up "To consider and report in confidence to their respective executives on the possibilities of greater cooperation between the two associations for the purpose of improving the organization of the trade."

For fourteen months this committee conducted investigations under the three headings of:

1. Getting Orders from the Public
2. Filling those Orders
3. Trade Organization and Practices.

The Interim Report that was then presented consisted in large measure of an analysis of existing customs and systems, with only implied or vaguely suggested lines of reform. It was largely educative in character and is today interesting as an indication of how little publishers and booksellers knew of the customs of their own trade and the confusion and diversity of practice of different members of it.

The Committee now turned its attention to the constructive side. In December, 1928, a report was made on the Granting of Trade Terms to the Home Trade and the formation of a Joint Advisory Committee to deal with this question. Here was the suggestion for the machinery to be set up to insure the working of the Net Book Agreement.

In May, 1929, a Further Report and Recommendations was made consisting of a definite detailed and far-reaching program of reforms based on the analysis of the Interim Report.

These two confidential reports to the executive committees were finally combined and those parts which were approved by both were published in the *Publisher and Bookseller* in July, 1929. The publication indicated a general approval by both the Associations, and, where definite action was required, it almost immediately began to be taken.

A very large number of the recommendations were merely addressed to publishers and booksellers and were not of a nature to call for action by the Associations. Such were the more efficient training of booksellers' staffs, details as to particulars which should appear in publishers' advertisements, prospectuses and catalogs, arrangements for publishers' representatives, suggestions as to books "on sale" and "on approval," and the like. Others called for definite action.

Of these the most important was the set-

ting up of the permanent joint advisory committee which has since consisted of four publishers, four booksellers and two librarians.

At first this committee was purely advisory, but before long the Publishers' Association gave to it the power to deal direct with all applications for recognition as General Booksellers. In effect today its decisions on the above point, on breaches of the Net Book Agreement, on the terms by which libraries may be recognized as book agents and entitled to commission are nearly always endorsed by the Council of the Association.

The specific general results of all this are in the first place a large number of reforms lying outside the scope of the Joint Advisory Committee. We have today an official trade paper, the *Publisher and Bookseller*; we know exactly where we are as to the return of copies of a book when a cheap edition is published; we know what is expected of us as to dating our books, announcing them, indexing our catalogs, phrasing order forms or prospectuses and many other matters which were formerly a matter of chance or individual preference.

In the second place the Net Book Agreement and its consequences, the Library Agreement, that is to say the recognition of public libraries as book agents, are facts, not fiction. It is true that today there are a few "rogue" publishers and a good many booksellers who are not bound by the terms of the Agreement. And on this issue there are one or two points to be noted. When the Joint Advisory Committee advises the black-listing of an offending bookseller it is done by the Council of the Publishers' Association. The immediate effect is to injure the particular bookseller a great deal and possibly every publisher who is a member of the Association to some slight extent; while at the same time the action benefits the particular bookseller's competitors and such of the afore-mentioned "rogue" publishers as are not signatories of its Net Book Agreement. The problem of how to remove this anomaly is one that will have to be considered, and there is no body more fitted to consider it than the Joint Advisory Committee.

The third effect of these years of work is that there has come into existence a body which, though at present purely advisory

and very restricted in its functions, would seem by its make-up to be fitted for greater power and wider scope. It is true that by the principle of the division of labor the functions of author, printer, binder, publisher, bookseller have all been divided and have become separate trades with separate organizations; yet it is clear that the more specialization there is, the more essential it is that there should be a coordinating body. Would it be too much to hope that the identity of interests as between authors on the one hand and publishers and booksellers on the other hand might at last come to be recognized? Might not even printers, binders and papermakers at last realize that the sale of books in the largest possible numbers is their great interest? It would be possible to go even further and consider the position of journals and newspapers.

Just as when in some modern factory the departments are specialized more and more, but the coordinating or assembling department has to be created and increases in importance; so in our trade the more for the purpose of efficiency we specialize, the more essential becomes some assembling body.

Already we have signs of an appreciation of this need in The Society of Bookmen referred to above and in the National Book Council. But events move rapidly in these days and extra-official procedure is apt to be slow. It is well that at all times there should be unofficial bodies such as these to act as "cat-fish" and stir to action the bodies whose councils are bound to be composed mainly of older men whose businesses

have been established under conditions which naturally seem to them the best and who are therefore loth to recognize the need for change. But while such unofficial bodies can start movements, they cannot themselves carry them forward and the results could be more rapidly attained by some such authoritative body as has been indicated.

It is best that at first its functions should be advisory and only gradually become executive. It cannot definitely be legislative, for its constituent bodies might not all accept its laws. But a body of delegates advising unanimously some particular course of action is ultimately perhaps the most reliable form of legislature and, as such, acquires in effect the necessary powers.

There is much prejudice to overcome; there are vested interests to consider; above all there is the necessity to scotch the hoary fallacy that a business arrangement is one in which one party obtains an advantage at the expense of the other. But in these days of general trade depression it is for us, who have more than others a breathing-space, to use it for putting our house in order, for eliminating conflicts between those whose interests are one and for arriving at the smooth and easy working of the wheels of our industry. Nor need we forget that bickerings and disputes among those who are together ministering to the highest needs of mankind emphasize unduly and at the same time impede the undoubtedly necessity of all concerned to earn their living.

Customers' Choice

"God and My Father" is a great pet of Mercy Boyd's Bookshop in Waterbury, Conn., and has been going very well. So have Archibald MacLeish's "Conquistador" and Cronin's "Three Loves." A window display of "Bright Skin" brought almost no results, but a couple of weeks later the book suddenly began to sell. People are still asking for "Broome Stages," because the shop made a vigorous drive to put it over when the book came out.



At this shop they are very wary about

calling the attention of the customers to special books by letter or telephone so that when a special recommendation is made the customers are apt to be very much impressed. Thirty or forty letters were written to special customers telling them about the collected edition of Elinor Wylie's Poems, and twenty advance orders were taken.



Miss Boyd and her two assistants Marion Jones and Louise Cooke are all old residents of Waterbury; they know the

people who come into the shop, and their opinions about books are listened to with respect.



"Sonny Elephant" is their juvenile best seller of the moment, twenty-five copies having been sold, largely due to enthusiastic recommendations by the primary teachers of St. Margaret's School.



The lawyers of Hartford prefer Silas Bent's "Life of Justice Holmes" to Clarence Darrow's Autobiography, though both have been popular at the Lewis Street Book Shop, Miss McCormick tells us.



This shop keeps track of the various conferences and exhibits held in Hartford and usually manages to have a display of books on hand. It displayed religious books at the recent Episcopal Conference.



When an exhibition of modern architectural work was held, Frank Lloyd Wright ran away with the show.



As a result of the Pulitzer Prize Award George Dillon's "The Flowering Stone" has been selling at the Lewis Street shop and so has Archibald MacLeish's "Conquistador," and the poems of Countee Cullen. "Conquistador" is now in its third printing.



Books don't begin to sell immediately on publication date as they used to, Miss McCormick says. The shop's best sellers gather momentum slowly. Some of the fiction best sellers have been: Margaret Deland's "Captain Archer's Daughter," James Hilton's "And Now Goodbye," and Christopher Ward's "Strange Adventures of Jonathan Drew." The best selling non-fiction titles have been Friedrich Sieburg's "Who Are These French?" Gene Fowler's "The Great Mouthpiece," James Adams' "The Epic of America," Frederick Allen's "Only Yesterday," Walter Lippmann's "The United States in World Affairs," Norman Thomas' "As I See It," and Sir Arthur Salter's "Recovery."



Florence Bishop has moved her bookshop from her home in Stockbridge to new quarters in the Woman's Exchange where Mrs. George Breed is managing it for her.

The chief patrons of the shop in winter are patients at Dr. Riggs' famous sanitarium in Stockbridge, and, after Memorial Day, the summer people. The shop specializes in psychology. Dr. Riggs' "Intelligent Living" is a best seller and so is the "Way of Life" by Dr. Osler. "Daniel Chester French" by Adeline Adams is a best seller, too, partly because the artist lived in Stockbridge.



Mystery stories sell well at this shop. "My Arnold Bennett" and the new Warwick Deeping are current best sellers.



Miss Bishop also has a bookstore at the beautiful Berkshire Playhouse where she sells quite a lot of books.



Mrs. Alice Dean's Bookshop at Great Barrington, Mass., has its best season after Memorial Day when the summer people arrive. The faithful customers of the shop are charming people who know books. They come back year after year. This was the first bookshop and the first lending library in Great Barrington, and in the field of new books it has no competition, but in the winter the shop feels the competition of the drug store lending libraries. One drug store has books on consignment, chiefly reprints, which are changed every two weeks and the books are rented at two cents a day. The bookshop has to charge four cents a day to show a profit. The drug store is open until nine or ten o'clock at night and offers severe competition in a certain class of readers on whom the bookshop counted, especially in winter.



The Book-of-the-Month Club also offers the shop strong competition for it has just begun to be popular in Great Barrington. People are lured by the many free books offered them.



Mr. Buck of the Berkshire School recently invited Guy Murchie, Jr., to talk for the boys, and the bookshop sold eighteen copies of "Men on the Horizon." Mr. Buck wrote to the publishers after the lecture, "We have had no lecturer at Berkshire School who was at once so instructive and so entertaining. The man who is capable of making an eight-hundred-mile journey down the Yukon, alone, in an open



Window display in the Hampshire Bookshop showing a cross section of Northampton's literary taste

boat, and of talking about it afterward as though it were a game of tennis or afternoon tea, is bound to be surprising. Our boys are still talking about Murchie."

* *

The best sellers at the Great Barrington Book Shop, Mrs. White told us, are Cronin's "Three Loves," Marcia Davenport's "Life of Mozart," Warwick Deeping's "Old Wine and New" and Adams' "Epic of America." The shop hopes to sell a lot of Upton Sinclair's "American Outpost" when the summer people come.

* *

Marion Dodd has a fascinating display at the Hampshire Book Shop now. Miss Dodd tried the interesting experiment of securing a cross-section of the literary tastes of Northampton. She asked Smith College students, members of the faculty, executives in the town, in banks, factories, hotels, hospitals as well as doctors, lawyers and authors to write an expression of opinion on some book they had recently enjoyed very much. "The Epic of America" was the book most often chosen by all kinds of

people. A college physician chose "Death Comes for the Archbishop"; a grocer chose "The Tragic Era"; the headmaster of a nearby school, "Return to Yesterday"; the warden of the college, "The Good Earth"; a respected Chaucerian of the English department, "Free Wheeling"; a judge and a professor, "Father Malachy's Miracle." The books, with handwritten and typewritten copy were on display in the book-store window, and are now being shown on the second floor.

* *

Miss Dodd and Miss Hoffman are both very enthusiastic about "The Fountain" which Knopf will publish on June 1st. They expect great things of it. They both told our representative that Walmsley's "Three Fevers" (also to be published by Knopf on July 22nd) was the best novel of its kind to come out of England in a long time. They will recommend it. Another favorite of these two distinguished book-sellers is Seán O'Faoláin's short stories, "Midsummer Night Madness" published by Viking.

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May 21, 1932

I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto. —BACON.

The Temper of the Convention

DESPONDENCY FROM cumulating difficulties, somewhat tempered by real evidence of increased trade understanding, marked the short business sessions of the American Booksellers' Association this week.

The precarious condition of bookstores in general was shown by the small attendance, by the conversation of those present, and by the testimony of those who have reason to know the financial situation of the trade, these conditions being partly attributed to the general business slump and partly to irritating situations in the trade.

It was significant and undoubtedly hopeful that the booksellers had a Program to bring forward and that a publishers' program from the Norton Committee is soon to be ready. The leaders of both groups of this joint enterprise, the book industry, must now work together with promptness and willingness, and perhaps these discussions may have done something to show the difficulties of progress and the possibilities.

The old menace of unstable prices was again and again pointed to as the outstanding evil of the trade, an evil that has been augmented by overproduction with its consequent trail of remainders and special offers. The abiding handicap from which American bookselling suffers in New York

The Publishers' Weekly

department store price-cutting has been supplemented by reckless sales efforts that the trade itself ought to control.

Of the booksellers' program the chief debate naturally centered on the points upon which it would be most difficult to get agreement, the flat 40% discount and the 10% return privilege with 90% credit. The booksellers believe that the study of conditions in other lines of retailing, the publishers' own accumulating experience in bookstore statistics, and the actual conditions in a wide variety of stores will bring about the common use of these terms, and they empowered the Directors to proceed with the negotiations with each publisher of trade books. They feel confident of finding open-mindedness among publishers and in the ability of their leaders adequately to present the situation, and they rely on the Joint Board for continuing contacts and opportunity for trade betterment.

Statesmanship is the need of the time. The A. B. A. wants to play a constructive part, and this small but earnest convention showed the mettle of the leaders.

London's Bookstore Problems

SPEAKING ON bookselling at a meeting in the Strand House in London last month, J. G. Wilson, manager of the great London bookstore of Bumpus, remarked that to his mind the modern reprint had worked a miracle of change in most bookshops, now relieved as they are from a rather drab quietness by the bright printed jackets of the 3s. 6d. series. "We must rejoice," he said, "at the transformation and as they represent the most cheering aspect of present day book buying—the widespread interest in contemporary literature. It is important that the cheap series which had captured the younger generation of fifteen years ago shall still hold the attention of what is virtually a new book-buying class, as it is to this class that the trade must look to tide it over the present difficult period." There was, Mr. Wilson said, an attempt at the end of the last century to boycott the first cheap series, but he believes that the trade would have to hesitate before refusing point blank to have anything to do with any new popular priced publishing enterprise, as it might through the medium of such books tap a new public for the future benefit of all books.

As to the Urgent Problem of Price Maintenance

ONE OF THE WISEST of American publishers said to a group of his colleagues the other day, "The problem of price stabilization is the most important single problem facing our industry in the next year." In this the *Publishers' Weekly* entirely agrees. Through the persistent price-cutting tactics of the New York department stores, which have fanned the sporadic price-cutting practice by some retail dealers and by the fly-by-night bookstores, there has grown up a lack of confidence on the part of book buyers in announced prices of books. The experience of every country in the world is that books are key merchandise that has so much social value that the flow from producer to consumer should not be handicapped by the bitterness of cutthroat competition, which ultimately kills off the outlets themselves.

America stands alone among the literary nations in having laws to prevent the natural control of a producer over the methods of selling his output. That the country is taking more and more interest in this subject is evident. Senator Capper, responsible for the introduction in the Senate of the Capper-Kelly Bill, said to our correspondent last week that he was encouraged by the trend of business feeling on this subject and he is watching for any chance to introduce into this crowded session the price maintenance issue. The reporting out of the Capper-Kelly Bill gives one indication of success, and another is the fact that the public has become keenly conscious of the disastrous consequences of price demoralization. This subject must be kept to the front until it is solved.

Rental Library Standards Must Be Maintained

THE GROWTH OF RENTAL libraries is causing sharp differentiation in the types of libraries, a differentiation which has always existed among bookstores. The time when a rental library was a rental library is long since past.

There are the libraries, on the one hand, where the selection of books is individual and carefully suited to the clientele, many of whom demand the most eclectic type of

fiction. In fact, the turn toward rapid growth of the rental library system in this country came about when dealers discovered that the public wanted the best things and wanted them in good quantity promptly.

On the other hand, there is the library in which the shop housing the collection has little to do with the selection and management and which merely meets the demands of its customers for an evening's diversion. The library is a casual side line.

Competition rental rates between the two types of libraries is likely to grow, and those which give the best selections from all current fiction must recognize that they must increasingly compete with those which mix in with some new books a selection of remainders and reprints.

The dealer who runs the better type of library will have to keep his standards up in order to make a clear demarcation between his own service and that of the other type of library, or else he will be at a disadvantage in the competition on a purely price basis.

Price-Cutting Was a Problem One Hundred Years Ago

AN ENTERPRISING DEALER has sent us a one-hundred-year-old volume called "On the Economy of Machinery and Manufactures," containing a chapter on the making of books which may be interesting to quote in this year of trouble. Says the author, Charles Babbage, "That the profit in retailing books is really too large is proved by the fact that until very lately a multitude of booksellers in all parts of London were willing to be satisfied with a much smaller profit, even as low as ten per cent instead of the usual twenty-five per cent allowed on published prices."

This discussion indicates that the century-long fight to find some stabilized way of distributing books at a profit to the distributor was then beginning. In England, as in America, society was slow to realize that a stabilized industry, with consequently increased distribution, was one of the best ways to get the average price down, and that chaos does not lead to economy, a fact that America has been the last to discover.

Booksellers Hold Two-Day Convention

MEETING IN A TWO-DAY convention on the thirty-second anniversary since the founding of their Association in the difficult days of 1900, the booksellers gathered at the Hotel Pennsylvania for sober discussion. The meetings were presided over by George W. Jacobs, who was, after two years of arduous work as President, retiring from the office to be succeeded by Frank L. Magel, of the Putnam Bookstore, N. Y.

As had been expected, the attendance was small, running under 100. Many dealers from a distance felt they could not afford the trip, naturally feeling that any expense for travel was not possible within the current budget of expense. Laboring under these handicaps but supported by the fact that the subjects under discussion were of keen interest, the Convention devoted itself chiefly to the program of trade reorganization which had been the result of regional conferences.

Out of the session came a clearer understanding of the difficulties and possibilities of progress, but the plans for final carrying out of some of the details were left to the newly elected directors. The trade forum of publishers and booksellers on Wednesday morning lacked some of its possible effectiveness; such open discussion is not easy to plan or to carry out. In spite of the disappointment of the booksellers that not more of the publishers were present, there were a dozen members of important firms present and some thirty-five or forty more representatives of publishers who came either out of curiosity or as listening posts. The discussion showed that there are possibilities in this type of conference, and in every speech there was increasing evidence of the growing tendency for better understanding of real joint action. The outstanding speeches at the Convention were those made by the leaders in the booksellers' organization who spoke earnestly of the necessity of booksellers standing together. The Publishers Association has worked out a careful program based on the Cheyney Report. Further action by the booksellers will wait on

the release of this report and individual publishers' response to the booksellers' report.

At the executive session on Wednesday afternoon the usual formula of recording the trade's purposes in formal resolution was omitted, as the purposes of the Convention were really embodied in the original printed "program."

The banquet was a joint affair with the College Bookstore Association, and, while there was naturally a smaller attendance than in past years, the same good fellowship that characterized the event in other years was evidenced. President Jacobs was given a watch in token of the booksellers' appreciation of his untiring work during his term of office, and, as toastmaster, he presented the guests of the evening, Clarence Budington Kelland, Dr. Laurence Gould and Homer W. Smith and Marcia Davenport.

Election of officers was by a unanimous vote of the executive session. The officers for the forthcoming year are:

President: Frank Magel of the Putnam Bookstore, New York City.

First Vice-President: John Howell of John Howell, San Francisco.

Second Vice-President: Will Johnson of W. B. Read & Co., Bloomington, Ill.

Third Vice-President: Alice Steinlein of the Greenwood Bookshop, Wilmington, Delaware.

Secretary: A. B. Carhart of Rodger's Bookstore, Brooklyn, N. Y.

Treasurer: Ernest Eisele of B. Westermann & Co., New York City.

Newly elected members of the Board of Directors, who will serve for three years are:

George W. Jacobs of George W. Jacobs & Co., Philadelphia.

Stanley Remington of Norman Remington & Co., Baltimore, Md.

A. A. Kroch of Kroch's Bookstore, Chicago.

Cedric R. Crowell of the Doubleday, Doran Book Shops.

A. G. Seiler of A. G. Seiler, New York.

In and Out of the Corner Office



Maxwell Aley, who will become editor of Longmans, Green trade department on July 1st.

ROBERT O. BALLOU, until recently Vice-President and Managing Director of Cape & Ballou, has become associated with Brewer, Warren & Putnam, Inc. Mr. Ballou will devote himself to the development of editorial material. Several members of Mr. Ballou's staff have accompanied him to his new location. ♦ ♦ ♦

G. P. Putnam's Sons announce that Melville Minton has been elected President and Treasurer to succeed Palmer Putnam, who becomes Chairman of the Board. Earle H. Balch continues as Vice-President and Lynn Carrick succeeds John P. Richmond as Secretary. ♦ ♦ ♦

Francis P. Frazier, a former newspaper man, is now in charge of the advertising and publicity of J. B. Lippincott Company. Mr. Frazier has been staff correspondent of the Boston *Globe* and the Philadelphia *Evening Bulletin* and during the excitement in Shanghai five years ago was one of two foreigners on a Chinese newspaper. ♦ ♦ ♦

Frank C. Dodd, President of Dodd, Mead and Company, has just returned from France and England, where he has been renewing association with many of the authors on the firm's list. On the Riviera he met Robert Service, whose poetry the house is taking over shortly, and Guy Gilpatric, whose stories of "Muster" Glencannon have been published under the titles of "Scotch and Water" and "Half-Seas Over." Edward J. O'Brien, Olive Wadsley, W. B. Maxwell and R. Austin Freeman were among those whom Mr. Dodd visited in England. ♦ ♦ ♦

Philip Anderson has resigned from the sales force of G. P. Putnam's Sons. J. L. Nerney, for many years salesman for Frederick A. Stokes Company and also for the Macmillan Company, has joined the Putnam sales organization. ♦ ♦ ♦

Karl Placht of the Beacon Book Shop, New York, is spending a six weeks vacation in California. ♦ ♦ ♦

Rumana McManis of the Hidden Bookshop on Lower Broadway, New York, is doing a weekly column of short detective story reviews for the New York *Evening Post*. ♦ ♦ ♦

Franklin Watts has resigned from his position as manager of the book department of L. S. Ayres & Company, Indianapolis, and Ben Riker, late of John V. Sheehan & Company, Detroit, has taken his place. ♦ ♦ ♦

Philip G. Hodge has become sales manager for Farrar & Rinehart. Mr. Hodge is well known to the trade for his work over several years as sales manager for the Junior Books of Doubleday. ♦ ♦ ♦

Allan Sutherland, who has been associated for 35 years with the Board of Christian Education of the Presbyterian Church of the U. S. A., has been elected general director of the publication work of that organization. He will direct one of the largest publishing enterprises in the United States, producing hymn books, service books, periodicals and other printed materials for the entire Presbyterian Church.

Weather
Fine

P. W. Form-Sheet

Neck and Neck

THE GOOD EARTH. By Pearl S. Buck. John Day, \$2.50.

BRIGHT SKIN. By Julia Peterkin. Bobbs-Merrill, \$2.50.

MAGNOLIA STREET. By Louis Golding. Farrar & Rinehart, \$2.50.

OLD WINE AND NEW. By Warwick Deeping. Knopf, \$2.50.

A MODERN HERO. By Louis Bromfield. Stokes, \$2.50.

STATE FAIR. By Phil Stong. Century, \$2.50.

ONLY YESTERDAY. By Frederick L. Allen. Harper, \$3.

THE EPIC OF AMERICA. By James Truslow Adams. Little, Brown, \$3.75.

NONSUCH. By William Beebe. Brewer, Warren & Putnam, \$3.50.

RECOVERY. By Sir Arthur Salter. Century, \$3.

Has reached its 22nd printing of 25,000 copies. The best fiction seller again in N. Y. as it is in the rest of the country.

Seems to be the second favorite in N. Y. although "Three Loves" outran it for the national stakes.

The best bet in Philadelphia. The Hampshire Bookshop also reports it first.

The second choice of Philadelphia and Atlanta, and a prime favorite everywhere in the May sweepstakes.

Second in New York and Chicago.

A best seller of the American News Co. and N. Y. department stores, but no reports on it as yet from the rest of the country. 45th thousand say the trainers.

Still the leader in the non-fiction race.

And running a close second.

This jockey is riding better than on some of his recent mounts. The leader at Butler's in Wilmington and Matthew's Book Store in Omaha.

4th printing. Reported first by many N. Y. stores and those in Washington and Chicago.

Betting Favorites

LORD OF LONELY VALLEY. By Peter B. Kyne. Kinsey, \$2.

HEAT LIGHTNING. By Helen Hull. Coward-McCann, \$2.50.

THE TRAGEDY OF X. By Barnaby Ross. Viking Press, \$2.

TONY'S SCRAP BOOK. By Tony Wons. Reilly & Lee, \$1.

ADVENTURES OF A NOVELIST. By Gertrude Atherton. Liveright, \$4.

THE LIFE OF EMERSON. By Van Wyck Brooks. Dutton, \$3.

THE GREAT MOUTHPIECE. By Gene Fowler. Covici, Friede, \$3.

A SHORT INTRODUCTION TO THE HISTORY OF HUMAN STUPIDITY. By Walter B. Pitkin. Simon & Schuster, \$3.50.

TWENTY THOUSAND YEARS IN SING SING. By Lewis E. Lawes. Long & Smith, \$3.

THE TORCH OF LIFE. By Frederick M. Rossiter. Aventine, \$2.50.

Last month's best seller at Witkower's in Hartford and Pettibone McLean Co. in Dayton.

Won the money at the Plainfield (N. J.) Book Shop, and a best seller at Hochschild, Kohn & Co. in Baltimore and Abraham & Straus in Brooklyn.

The most popular mystery at Judd's in New Haven, Madison's in Montclair, and Loeser's in Brooklyn.

A radio entry that is a real moneymaker at R. F. Clapp's in Albany, the Eau Claire (Wis.) Book & Stat'y Co. and Taylor's in Memphis.

The Pacific coast is backing this book heavily, and it came in first at Brentano's in Washington as well.

4th printing. The non-fiction favorite at Madison's in Montclair.

Still gaining in sales—The various movie versions and the controversies about them are good publicity.

Its sales are another proof that people like to be insulted.

A best seller at Brentano's and N. Y. department stores.

Selling everywhere in N. Y. The ads in which the lady with the beautiful back appears say 2nd edition of 20,000, and 3rd of the same number in preparation.

P. W. Form-Sheet

Track
Fast

At the Post

THE BLACK SWAN. By Rafael Sabatini. Houghton Mifflin, \$2.

WAR AGAIN TO-MORROW. By Ludwig Bauer. Duffield & Green, \$2.

COLLECTED POEMS OF ELINOR WYLIE. Knopf, \$3.50.

SUMMER HOLIDAY. By Sheila Kaye-Smith. Harper, \$2.50.

LETTERS FROM SPAIN. By Karel Capek. Putnam, \$2.

THE CITY JUNGLE. By Felix Salten. Simon & Schuster, \$2.

CONFessions OF A FORMER CUSTOMERS' MAN. By David L. Salmon. Vanguard Press, \$2.

PSYCHIC BIDDING. By Dorothy Rice Sims. Vanguard Press, \$1.

WILD CARGO. By Frank Buck and Edward Anthony. Simon & Schuster, \$3.

MONEY FOR TOMORROW. By W. E. Woodward. Liveright, \$2.

MEN AND MEMORIES. v. 2. By Sir William Rothenstein. Coward-McCann, \$5.

Come on, now's the time to show us how you can do your stuff!

Banned in Germany, 10,000 copies in France in its first week say its sponsors. The first reviews are favorable.

A first edition item.

Price changed from \$2. An adult novel about childhood by a popular writer.

A well-reviewed travel book amusingly illustrated by the author, who wrote "R.U.R."

A novel about the animals in a zoo, by the author of "Bambi." Illustrated by Kurt Wiese.

Sensational revelations about the inside workings of a broker's office.

The first book about the kind of bid that most bridge players heard of for the first time during the Lenz-Culbertson match.

More tales of wild animals by the authors of "Bring 'Em Back Alive."

A well-known author gives his solution for our economic difficulties.

Tipster Pete Howe, betting on a sure thing, says he thinks this will outsell the first volume.

Dark Horses

THE FOUNTAIN. By Charles Morgan. Knopf, \$2.50.

FIRST YOUR PENNY. By Diana Patrick. Dutton, \$2.

BIG BUSINESS. By A. S. M. Hutchinson. Little, Brown, \$2.50.

WIFE TO CAESAR. By Berthe K. Mellett. Brewer, Warren & Putnam, \$2.

HINDOO HOLIDAY. By J. R. Ackerley. Viking Press, \$2.50.

BENEFITS RECEIVED. By Alice Grant Rosman. Minton, Balch, \$2.

THE FRENCH HUSBAND. By Kathleen Coyle. Dutton, \$2.50.

THE ANSWERING GLORY. By R. C. Hutchinson. Farrar & Rinehart, \$2.

RAKISH HALO. By Harriet Henry. Morrow, \$2.

June 1. Miss Dodd and Miss Hoffman of the Hampshire Bookshop are very enthusiastic about this novel. It is a best seller in England.

June 1. "This is the only book we have published since January by an author who has had previous books on our list which has had advance sales not only equal to but beyond the author's previous book."—the publishers.

August 12. We don't know what this book by the author of "If Winter Comes" is about, but it's good news.

May 27. A novel about Washington political and social life in which "easily identifiable" personages appear.

June 17. A young English tutor's experiences at an Indian Maharajah's court. Viking is planning to back it with a big campaign.

June 24. You can't go wrong with Rosman.

June 14. Similar in tone and scene to Anne Green's "The Selbys." Remembering its success, we advise keeping a watchful eye on this dark horse.

June 6. A novel from England with a really different plot. It looks good.

June 15. One of the best bets among light summer novels. The author's two other novels have both been movie-ized.

A.L.A. Offers Editorial Service to Publishers

OUT OF DISCUSSION between publishers and librarians as to methods by which the experience of libraries in estimating the demands for books could be made useful to publishers has come the suggestion from A. L. A. headquarters that if publishers will write to them giving a brief description of a proposed book, author, title, probable size and price and word about the author and how the subject is to be treated, this statement would then be mimeographed and sent to a list of forty librarians who have agreed to indicate whether in their opinion the book in question would fill a need and how many copies of it they would probably buy if the finished product measured up to the announcement. The librarian, of course, would not be asked to judge the value of the manuscript but to express his opinion as to whether a book of that sort is needed. A summary of replies would be sent to the publisher concerned. A fee of \$20 per title is suggested.

"New International Yearbook" Appears Under New Imprint

THE 30TH ISSUE of the "New International Year Book," which is the first volume to come out under the imprint of Funk & Wagnalls, has just been issued. Funk & Wagnalls Company purchased the year book together with the "New International Encyclopaedia" from Dodd, Mead and Co. during the past year, but there has been no change in editorial policy or plan. The section on literature, which is unsigned, comments on the state of publishing in England and America and lists the more important publications of the year. Of the Pulitzer Prize winners, "Of Thee I Sing" is the only book not mentioned and it is thoroughly treated in the section on the theater.

German Book Production Decreases

THE GERMAN INDUSTRY has of course suffered along with others from the depression during the past year, particularly for books published in any but low-priced editions. The depression has naturally made necessary reductions in the budgets of pub-

lic libraries, schools and other educational institutions, which directly affect the trade. The total number of first editions as well as new editions, says the current report of the *Borsenverein*, decreased from approximately 27,000 in 1930 to 24,074 in 1931, or 11 per cent. The 1931 figures show a decrease of 25 per cent compared with 1925 and of 30 per cent compared with the year 1913. The number of first editions in 1931 aggregate 11,797, which is 12 per cent less than the number appearing in 1930. The average published price per book in 1930 was Rm. 6.26, in 1931 Rm. 6.12.

Chicago Publishers Combine

ALL TRADE PUBLICATIONS of Laidlaw Brothers and of Laird & Lee have been taken over by Albert Whitman & Company, 560 Lake Street, Chicago. At the same time F. D. Knapp, formerly manager of Laidlaw Brothers' trade department, became vice-president and general manager of Albert Whitman & Company. Mr. Knapp has been identified with the trade for many years, having served as salesman for the Macmillan Company and, later, general manager of the Chicago office of the trade department of the same firm. For some time he has been manager and general editor of the trade department of Laidlaw Brothers. The Whitman Company, of which Albert Whitman is president, has been publishing children's books for many years. This combination does not affect the educational business of Laidlaw Brothers.

Among the Larger Libraries

THERE ARE IN the United States forty-one cities of over 200,000 population comprising 25% of the country's total population. If the book appropriation for these cities is, as may be expected, about 10 cents per capita, the total amount spent for books would be approximately \$3,000,000. The library statistics for the year 1931 as gathered by the American Library Association for this group are as follows:

| | |
|--------------------------------|--------------|
| Total population, 1930 . . . | 30,456,193 |
| Total budgets, 1931 . . . | \$23,011,404 |
| Expenditures per capita... . . | \$.81 |
| Book stock, volumes . . . | 24,918,149 |
| Borrowers | 7,177,214 |
| Circulation | 157,317,833 |
| Circulation per capita . . . | 5.66 |

Illinois Booksellers' Convention

THE SEVENTIETH CONVENTION of the Illinois Booksellers and Stationers held in Peoria May 10th and 11th was a great success with 160 registered from all parts of the state—60 displays of books, stationery, greeting cards, etc., a host of high-grade talks and discussions. Each class of merchandise was discussed by authorities in their field. Several new members joined the Association, and the Association feels itself stronger than ever before.

Emphasis on books was well supplied by Ellis Meyers for the A.B.A. and Allen Marple for the N.A.B.P., though both had to leave for New York much too promptly in the opinion of the book dealers at Peoria. All felt that if both speakers could have stayed longer and attended discussions the convention would have gained thereby.

It was the opinion of most dealers that they never had a more businesslike, helpful convention, all there being partakers in the discussion and bringing out the various sides to each question raised. While most conventions are having decreased attendance this year the Illinois Booksellers and Stationers Association was as large as ever.

New officers elected were: John Carroll, of Temple and Carroll, Galesburg, President; Will Johnson, W. B. Read Co., Bloomington, First Vice President, Book Division; S. W. Beck, Elgin, First Vice President, Office Supply Division; D. H. Sparks, A. C. McClurg, Chicago, and R. H. Lewis, Dennison, Chicago, and Frank Garland, University of Illinois Supply Store, Champaign, Members of the Executive Committee; E. A. Nichols, The Real Co-op, Champaign, Ill., Secretary-Treasurer. The convention next year will meet in Joliet.

Reprints, remainders, book clubs and sensational literature were the subjects discussed in a vigorous paper on "Cooperation Between Publishers and Booksellers" prepared for the convention by John W. Hiltman, President of D. Appleton & Company.

"Effective cooperation must be based on sound economic conduct of both branches of the industry," said Mr. Hiltman. "Discriminating favors to any special group of

outlets should not be tolerated. The publisher's cooperation begins when he carefully selects from the possible manuscripts and has the sales possibilities for each prospective volume accurately in mind. The bookseller should be told about the books with complete information, truthful description, and sales should be made without ballyhoo. The bookseller's cooperation with the publisher comes in when he attempts to really cater to his community's full interest in books, attracting to his doors by his stock as many types of readers as possible and not limiting sales to best sellers and book club choices.

"The problem of reprints of non-fiction calls for straight thinking in the industry and the competition of these cheap editions may hurt the legitimate bookseller if he specializes in them. Through sales emphasis the book buying public is being educated to wait for books in reprint form.

"The second important problem is the disposal of remainders. Here booksellers should be given first opportunity to purchase. Judiciously timed mark-downs will not hurt regular business.

"There is no doubt in our mind that book clubs are alike harmful to publisher and bookseller. Advertising proclaiming that books to the retail value of hundreds of thousands of dollars have been given free shows the inroads the book clubs have made in the regular book market. The featuring by clubs of children's literature is drawing away from the business of the retail store, and it is unthinkable that bookstores should themselves undertake to sell these subscriptions at the cut prices.

"Still another problem of the industry is the sensational and salacious book. The whole trade will suffer from their exploitation. The sale of these books is ephemeral and we cannot afford to bring the trade into disrepute by handling them.

"All these problems call for cooperation in the form of sound business practices by the industry. Such cooperation will surely begin the gradual correction of these ills and will lead to a proper functioning of our partnership of interests."

Graphic Arts to Hold Auction

FOLLOWING THE brief business session at the annual meeting of the American Institute of Graphic Arts on May 25th there will be an auction sale of duplicate copies of the Fifty Books of 1929, 1930 and 1931. Booksellers are urged to attend.

Communications

WARNING!

The Walden Book Shop,
546 N. Michigan Ave.,
Chicago, May 9, 1932.

Editor, Publishers' Weekly:

We feel it necessary to issue a warning to the trade against a man using the name of Fred E. Peters and making purchases as a librarian under that name. Mr. Peters is very well acquainted with books and the book business, and has apparently had some actual library experience. He secured a small amount of cash from us by a very complex transaction involving a check and upon tracing the matter we find that the above mentioned individual has apparently a well-defined record involving transactions of this kind.

WILLIAM J. FLYNN.

MORE FRAUD

Editor, Publishers' Weekly:

A MAN giving his name as F. D. Martin, St. Davids, Pa., about forty, medium height, good appearance, selected about two weeks ago books to the value of \$387.50, at a New York rare book shop, and had delivered to him a copy of the Rubaiyat, \$37.50.

He claimed to be stopping at the Waldorf-Astoria which reported that the man was not known there. A letter addressed to him was returned marked "Not Known."

Does anyone else in the trade recall having had a visit from this gentleman?

G. A. BAKER & Co.

DIARY WANTED
28 West Elizabeth Street,
Tarrytown, N. Y.

Editor, Publishers' Weekly:

Can anyone refer me to a library containing the "Diary of Captain Wakefield" which is referred to by William L. Stone in his history of Saratoga?

WILLIAM ABBATT.

Business Notes

ALBANY, N. Y.—Kimball Bros. formerly at 50-A Columbia Street are now located at 33 S. Lake Ave. They will confine their stock to old and rare books.

DAYTON, OHIO.—The Engraving Department of The Walker Lithographing and Printing Company is opening on June 1st as a separate organization to be known as the Pohlman-Walker Company. The new organization will have a circulating library and it will be located on 20 West Second St. All mail should now be addressed to Helen Louise Pohlman in care of the Walker Lithographing Company until June 1st and after that date to the new company's address.

HARTSDALE, N. Y.—Catherine Fletcher Library and Book Shop was opened on May 16th. Miss Fletcher has closed her shop at 14 Via Parigi, Palm Beach, Florida, and has moved her stock to Hartsdale. She will re-open her Palm Beach shop in the fall.

NEWARK, N. J.—The Carteret Book Shop at 43 Halsey Street was sold by Elizabeth Duffield to Doris Carr.

NEW ROCHELLE, N. Y.—Alice S. Mitchell has opened a bookshop at 559 North Ave., under the name of the Alice Mitchell Bookshop.

NEW YORK, N. Y.—E. R. Armstrong and J. M. Wolcott opened, on May 7th, the River Book House at 444 E. 58th St. The shop has an initial stock of \$5,000 and will carry current books, first editions and a circulating library.

NEW YORK CITY.—The Book Publishers' Association has joined with other groups in presenting demands for union wage cuts to the photo-engravers, electrotypers and stereotypers.

TOLEDO, OHIO.—Robert Nachtrieb, whose bookshop at 619 Madison Ave. was sold at a bankruptcy auction last month, has opened a new shop at 341 Huron St. under the name of Nachtrieb, Inc.

WEST HOLLYWOOD, CAL.—The Erskine Book Shop was opened on May 16th by Lucile Erskine with an invested capital of \$7,700 and with an additional pledged capital of \$3,500. The shop will carry a general book stock.

Summer Bookselling Course

THE ANNUAL BOOKSELLING COURSE at Columbia University, Room 310, School of Business, will begin this year on Tuesday, July 5th, and end on Friday, July 22nd. The first course which will start at 8:30 A.M. and continue until 9:50 A.M. will have as its instructor Sarah B. Ball of the Putnam Bookstore, who will talk on "Selecting and Buying Books for a Bookshop." The course will cover a survey of publishers' lines with suggestions for applying the information in buying original stock; the choice of editions to suit various markets; questions as to quantities, discounts, terms and methods of buying, and other practical problems. Stock orders will be compiled by the class and a demonstration sale by a publisher's representative will illustrate the factors which affect the buying of forthcoming books. The second course will be from 9:50 to 11:20 A.M. on "Practical Aspects of Bookselling" and will be given by Frederic Melcher, editor of the *Publishers' Weekly*. The lectures will cover problems of locating and equipping a shop, ordering and arranging stock, display and advertising, bookkeeping and sales records, etc. As it throws light on present developments, the history of bookselling will be touched upon; also the history of bookmaking and the present practice. Visits will be paid to manufacturing plants, publishing houses, wholesale warehouses, and retail bookstores of various types. Every subject will be given practical demonstration when possible and outside experts will be brought in to contribute to the discussions.

There will also be assignments for field research with reports to the class. Registration is limited to forty and preference is given to applicants desiring to take both courses. Anyone who feels that he may profit from following these courses is permitted to register if the classes are not already filled when application is made. Each course will carry 1½ points and the tuition fee is ten dollars each point in addition to a university fee of seven dollars. Application for permission to register should be made as long in advance as possible to the Dean of the School of Library Service, Columbia University, New York City.

Pride Goeth Before a Fall

OUR PRIDE IN the Ogden Nash poem we printed last week was considerably dampened when we discovered that through an error Ogden Nash's publishers were listed as Farrar & Rinehart. As every bookseller knows, Simon & Schuster published both of Mr. Nash's books of verse, "Hard Lines" and "Free Wheeling." Mr. Nash's forthcoming books will also be issued from the Inner Sanctum and will include a novel which may possibly be ready by fall.

English Booksellers' Convention

THE ANNUAL meeting of the Associated Booksellers of Great Britain and Ireland will be held at the Grosvenor Hotel, Chester, May 26th to 30th, this year.

Book Club Selections

LITERARY GUILD

June—"America as Americans See It"
edited by Fred J. Ringel. *Harcourt.*

BOOK-OF-THE-MONTH CLUB

June—"The Fountain" by Charles Morgan. *Knopf.*

BOOK LEAGUE OF AMERICA

June—"The Journal of Arnold Bennett, 1896-1910." *Viking.*

FREETHOUGHT BOOK CLUB

June—"The Mistakes of Jesus" by William Floyd. *Freethought Press.*

RELIGIOUS BOOK CLUB

May—"A Preface to Christian Faith in a New Age" by Rufus M. Jones. *Macmillan.*

CATHOLIC BOOK CLUB

June—"What We Live By" by Abbé Diment. *Simon & Schuster.*

SCIENTIFIC BOOK CLUB

May—"Normal Youth and Its Everyday Problems" by Douglas A. Thom. *Appleton.*

Changes in Price

RAND McNALLY & COMPANY

The list price of the Activities Series has been reduced from \$1.00 to 50c. each, effective at once. This series consists of the following titles: "The Make-It Book"; "The Fun-Craft Book"; "Child Life Cook Book"; "The Play-It Book"; "The Sew-It Book"; "Making Things with Tools."

THE METROPOLITAN MUSEUM OF ART
"The Cloisters: A Brief Guide," by Joseph Breck, 25c., formerly 50c.

"Egyptian Literature: A Lecture," by Arthur Crittenden Mace, \$2.00, formerly \$5.00

Old and Rare Books

A Monthly Department

Early American Books and Printing

John T. Winterich

CHAPTER IV (*Concluded*)

Benjamin Franklin

FRANKLIN HAD LITTLE difficulty in extricating himself from the crisis into which he was precipitated on his arrival in London by the non-negotiability of Sir William Keith's commercial paper. "I immediately got into work at Palmer's," he says, "then a famous printing house in Bartholomew Close, and here I continu'd near a year." Samuel Palmer, declares John Clyde Oswald in "Benjamin Franklin, Printer" (New York, 1917), "was more than an ordinary printer. He had visited America, was letter-founder as well as printer, and was engaged in the writing of 'A History of Printing,' only a third of which he had completed when he died in 1732."

Franklin identifies only one of the jobs on which he worked at Palmer's. "I was employed," continues the autobiography, "in composing for the second edition of Wollaston's 'Religion of Nature.'" The name of William Wollaston (1659-1724) now survives mainly by virtue of this adventitious association with a nineteen-year-old immigrant compositor. "The Religion of Nature Delineated" first appeared in 1722 in a small privately printed edition. Presumably this first edition is now rare, but no collector is impressed thereby, preferring above it that on which Franklin worked (the third in strict sequence, but the second published edition), which, happily, is relatively common. It bears the imprint: "London: Printed by S. Palmer, and sold by B. Lintott, W. and J. Innys, J. Osborn, J. Batley, and T. Longman, 1725." The

printer from America pondered as he set type, and out of his ruminations came a pamphlet reply to the recently-deceased author: "A Dissertation on Liberty and Necessity, Pleasure and Pain" (London, 1725). Franklin printed one hundred copies, gave a few to friends, and then, repenting of his materialistic agnosticism, "burnt the rest except one copy"—pride of authorship would not wholly down. That copy may be one of the four known to survive today, all in institutional collections.

Receiving a better offer from John Watts, who conducted a larger printing establishment, Franklin went thither, remaining six months, when he accepted the proposal of a Philadelphia gentleman that he return and act "as his clerk, keep his books, in which he would instruct me, copy his letters, and attend the store." In leaving London, therefore, Franklin supposed that he thereby "took leave of printing forever."

Man proposes. Franklin and his new employer reached Philadelphia; the store was duly opened and its new clerk installed; four months later the employer died. The establishment was taken over by the executors, and Franklin was out of work. Keimer wanted him back as foreman of his new and larger shop, but Franklin, who knew well his Keimer, first sought a place at his new trade of clerk and salesman. Nothing offered, so he reluctantly accepted Keimer's bid. The affiliation did not last long. Franklin and Keimer

quarreled over "a trifle" that represented the culmination of a long series of abuses, and the foreman quit.

Franklin was of more than half a mind to return to Boston, in which event Philadelphia would one day have been compelled to seek another patron saint. Fortunately for Philadelphia, while working at Keimer's Franklin had struck up a friendship with Hugh Meredith, a fellow craftsman, who suggested a partnership. A secret agreement was drawn up, and pend-

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The Printer to the Reader.

THIS Version of CICERO's *Tract de Senectute*, was made Ten Years since, by the Honourable and Learned Mr. LOGAN, of this City; undertaken partly for his own Amusement, (being then in his 60th Year, which is said to be nearly the Age of the Author when he wrote it) but principally for the Entertainment of a Neighbour then in his grand Climacteric; and the Notes were drawn up solely on that Neighbour's Account, who was not so well acquainted as himself with the Roman History and Language: Some other Friends,

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First page of Franklin's foreword to
"Cato Major"

ing the completion of arrangements for launching the venture Franklin sought temporary work at Bradford's. Keimer meanwhile was negotiating with the provincial government of New Jersey for the printing of an issue of paper money at Burlington, and urged Franklin to accompany him if he was awarded the job. The plan went through, and the pair were in Burlington three months. "There is not a single piece of this paper money known to exist today," says Dr. Campbell, "and of the New Jersey Laws that they printed at the same

time there are only two known copies." The bearing of this excursion on the vexed problem of early New Jersey imprints has been explained in Chapter III.

In the summer of 1728 the new firm of B. Franklin and H. Meredith came into existence. They had scarce "opened our letters" (their cases, that is, not the morning mail) when a friend "brought a countryman to us, whom he had met in the street inquiring for a printer." The identity of this bucolic, casual, but superlatively important patron of the typographic arts is unknown and probably forever unknowable, for he could hardly have been aware that he was the instrument of Providence chosen to motivate the first imprint issued by Franklin as an employing printer. Dr. Campbell surmised the job was "probably stationery, or a small handbill." Whatever it was, it has probably vanished beyond hope of recall, or at least beyond hope of positive identification.

Almost on the heels of this first customer came another—none other than Samuel Keimer, whose general ineffectualness and chronic state of panic provide much of the comic relief in the history of early American printing. Keimer had been working off and on for three years on William Sewell's "History of the Rise, Increase, and Progress of the Christian People Called Quakers: The Third Edition, Corrected." The end was not in sight, and Keimer, evidently in a condition of acute mental distress, rushed to the new shop for assistance. Franklin and Meredith composed and printed "forty sheets," totalling nearly a third of the seven hundred pages—the first known job to issue from their shop, even though it did not bear their imprint. Sewell's "History" is doubly a Franklin item, as it is inevitable that Franklin worked on the book while he was still a member of Keimer's staff.

Thanks to the diligence of its proprietors—or one of them, for Meredith "was often seen drunk in the streets, and playing at low games in alehouses"—the new shop prospered. But about the middle of 1730 it encountered a hazard which its sponsors had not foreseen. Meredith's father had advanced one hundred pounds to put the enterprise on its feet and had promised another hundred. When the time came for him to meet his obligation he could not,

and "the New Printing-Office near the Market" was faced with a creditor's suit. This crisis confirmed young Meredith's conviction that he was not cut out for the printing business; moreover he was anxious to join a company of fellow Welshmen who were planning a settlement in North Carolina. Two of Franklin's friends offered to come to the aid of the senior partner, and the difficulty was amicably adjusted. Thus was the "B. Franklin" imprint born. It appeared for the first time not on anything in English, but at the bottom of the title-page of "Mystische und Sehr Geheyme Sprueche," by Conrad Beissel, whose religio-communistic Ephrata colony, itself to become one day an important printing center, had been organized only a few years before.

Shortly before the dissolution of the firm of Franklin and Meredith there had been another odd run-in with Keimer. Franklin was already planning a newspaper, and "foolishly" imparted the secret to a friend who forthwith made it known to Keimer. Toward the end of 1728 the not-to-be-anticipated Keimer issued the first number of *The Universal Instructor in all Arts and Sciences: and Pennsylvania Gazette*. It was Keimer's inescapable genius to start what he could not finish, and he was soon glad to dispose of the paper to Franklin and Meredith, whose control dates from October 2, 1729. One of Franklin's first acts as a newspaper publisher—his memory must have harked back to the old Boston days—was to shorten the too comprehensive title to *The Pennsylvania Gazette*.

Probably some three months after the departure of Meredith, Franklin initiated a new partnership. He married. "Partnership" is no romantic figure of speech. The name of Deborah Read has an honored place on the roster of women who helped to make American printing. By her husband's own testimony, her share in the work of the establishment included, in some measure, the "folding and stitching" of pamphlets, and it is not unlikely that her hands had a busy share in the preparation of some of the series of pamphlets with which, more than with any other, Franklin's name is most clearly associated as author-printer-publisher—the "Poor Richard Almanacs."

The importance of the almanac in the

colonial scheme has already been stressed. Franklin was naturally alert to this importance; in fact, as soon as the house of Franklin and Meredith was in existence he had commissioned Thomas Godfrey to compile an almanac. Godfrey was a "self-taught mathematician, great in his way" but "he new little out of his way," and there was considerable of the prima donna in his make-up. He prepared almanacs for 1730, 1731 and 1732, and then, in an outburst of temperament, transferred his skill to the shelter of Andrew Bradford. The fortunate result, certainly not anticipated by Thomas Godfrey in his dudgeon, was, as Paul Leicester Ford defines it, the birth

M. T. CICERO'S
CATO MAJOR,
 OR HIS
 DISCOURSE
 OF
 OLD-AGE:

With Explanatory NOTES.



PHILADELPHIA:
 Printed and Sold by B. FRANKLIN,
 MDCCXLIV.

Generally regarded as the Typographical Masterpiece of Franklin's Press

of American humor. Franklin initiated the Poor Richard series, probably compiling the numbers himself, but attributing their authorship to Richard Saunder or Saunders, whose almanacs had enjoyed enormous popularity in England and were still enjoying it, though Saunders had been gone this many a year. A Poor Robin series of

almanacs was also popular in England, and James Franklin a few years earlier had begun a series of Rhode Island almanacs under this title. Poor Richard was an immediate success, and though the first number was not advertised in the *Pennsylvania Gazette* until December 19, 1732, which was rather late in the year for a new almanac, three printings were necessary to supply the demand. Poor Richard thereafter issued regularly every December under Franklin's own editorship until 1757 (for 1758).

Poor Richard's aphorisms have become part of common speech wherever English or any other language is spoken. Everyone from China to Peru knows that "God helps those that help themselves," that "three removes are as bad as a fire," that "Vessels large may venture more,

"But little boats should keep near shore."

A recent commentator—Carl L. Becker in the Dictionary of American Biography—says of the Poor Richard almanacs: "Nothing better exhibits the man, or better illustrates his ingenuity as an advertiser.... 'Richard Saunders,' the Philomath of the 'Almanack,' was the Sir Roger de Coverley of the masses, pilfering the world's store of aphorisms, and adapting them to the circumstances and the understanding of the poor. 'Necessity never made a good bargain.' 'It is hard for an empty sack to stand upright.' 'Many dishes make diseases.' 'The used key is always bright.' The 'Almanack' was immediately successful, and commonly sold about ten thousand copies. 'As poor Richard says' became a current phrase, used to give weight to any counsel of thrift. The work made Franklin's name a household word throughout the colonies.... The introduction to the last 'Almanack' (Father Abraham's speech at the auction) spread the fame of Poor Richard in Europe. It was printed in broadsides and posted on walls in England, and, in translation, distributed by the French clergy among their parishioners. It has been translated into fifteen languages, and reprinted at least four hundred times."

Franklin's rise to the position of the most important printer in the colonies after the well-intrenched Bradfords was now rapid. Before long he was official printer to Pennsylvania, New Jersey and Delaware. Of the bulk of his non-governmen-

tal productions, Ford writes that while generally "of little moment," still "there can be no doubt that as a whole they contain more of genuine merit than those of any other printer of the same or previous periods in the colonies, the amount of doctrinal and polemical theology being a minimum, and bearing a less proportion to the whole mass than can be found in the books of contemporary American printers." In 1735 appeared over Franklin's imprint James Logan's "Cato's Moral Distichs Englished in Couplets." Nine years later Franklin sponsored Samuel Richardson's "Pamela"—not only the first American edition, but the first novel to be printed in America, "Price 6 s." In the same year, 1744, he issued what is generally regarded as the typographical masterpiece of his press, "M. T. Cicero's Cato Major, or His Discourse of Old-Age: With Explanatory Notes," also Englished by James Logan, referring to it in a four-page foreword of his own composition as "this first Translation of a Classic in this Western World." This was a wide error, for George Sandys had translated Ovid on the banks of the James River a life-span earlier, and the translation had been printed in London in 1676; moreover Franklin forgot those "Moral Distichs" of Cato and James Logan which he himself had issued in 1735.

In 1748 Franklin formed a partnership with an alert young Scotchman whom he had engaged five years before, and the "Franklin and Hall" imprint thereupon replaced (with a few exceptions) the familiar "B. Franklin." A few earlier connections must be mentioned. Franklin's name is found on several German titles in combination with that of Gotthard Armbruester and with that of Johannes Böhm, and, apparently once only, with that of Johannes Wüster, but these seem to have been purely partnerships of convenience, and suggest no such dual affiliations as those with Meredith and Hall. The Hall partnership lasted eighteen years, and during that period Franklin's connection with printing and publishing became less and less important as the crisis in international affairs that was bringing on the American Revolution grew more and more acute. But the printer in him could not wholly be suppressed. When he went to Paris in 1776 as representative of the colonies he estab-

lished a little press for his own amusement at his home in Passy, then a suburb, now as much a part of the metropolis as Greenwich Village is of New York. It was not quite such a toy affair as Robert Louis Stevenson and his stepson Lloyd Os-

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equal Judgment and Success; and
be a happy Omen, that *Philadelphia*
shall become the Seat of the
American Muses.

Philadelphia, Febr. 29.
1743,4

C O R R I G E N D A.

Page 24, *del* the last Line of the Triplet.
Page 49, line 2d in the Notes, read *adspicer.*
Page 60 at the Bottom, and p. 61, 1st line of the Notes,
read *Turrium.*
Page 64, lin. 13, 14, read --- Intemperate Life.
Page 70, line 7th in the Notes, read *Altum.*
Page 92, last line, read ----- In Palling -----
Page 95, first line of the Notes, read *Idea Mater.*
Page 100, last line, read --- Impetuous Desire.
Page 131, last line, read *Grentemajil.*
Page 142, line 12th from the Bottom, read *Befor's Body.*

Also a few Mistakes in the Dates of Lives, &c. the
Author having accidentally used different Chronologies,
which vary frequently two Years. These are left to the
Correction of the Reader; who is also desired to excuse
the *Italic* Types used in some Greek Words.

I N-

Fourth page of the foreword to "Cato Major"

bourne would one day set up in Switzerland, the main difference being that the Stevenson - Osbourne combination knew nothing about printing and was joyously aware of it, whereas Franklin, with just as

joyous awareness knew as much about it as any man of his time. One factor the two private presses of Passy and Davos-Platz have in common—their productions are excessively rare and costly collector's playthings. The story of the French venture is authoritatively set forth in Luther S. Livingston's "Franklin and His Press at Passy," issued by the Grolier Club of New York in 1914. Livingston listed thirty-two entries, and since his monograph was published six others have come to light, according to Will Ransom's "Private Presses and Their Books" (New York, 1929).

The output of Franklin's press from 1729 to the termination of the Hall partnership (1766) is statistically impressive. The following summary is tabulated from the short-title check list of all Franklin imprints known in 1918 which Dr. Campbell appended to the Curtis catalog (excluding *The Pennsylvania Gazette* and the numerous issues of paper currency printed by Franklin from 1731 to 1764):

| | | | |
|-----------|----|-----------|----|
| 1729..... | 8 | 1748..... | 30 |
| 1730..... | 15 | 1749..... | 33 |
| 1731..... | 8 | 1750..... | 19 |
| 1732..... | 15 | 1751..... | 24 |
| 1733..... | 14 | 1752..... | 18 |
| 1734..... | 15 | 1753..... | 16 |
| 1735..... | 20 | 1754..... | 15 |
| 1736..... | 8 | 1755..... | 27 |
| 1737..... | 13 | 1756..... | 26 |
| 1738..... | 9 | 1757..... | 31 |
| 1739..... | 12 | 1758..... | 13 |
| 1740..... | 46 | 1759..... | 16 |
| 1741..... | 45 | 1760..... | 10 |
| 1742..... | 31 | 1761..... | 12 |
| 1743..... | 25 | 1762..... | 8 |
| 1744..... | 25 | 1763..... | 15 |
| 1745..... | 15 | 1764..... | 18 |
| 1746..... | 23 | 1765..... | 19 |
| 1747..... | 27 | 1766..... | 4 |

This concludes the installments of Mr. Winterich's "Early American Books and Printing" which have been appearing in the Old and Rare Book Department of the Publishers' Weekly. The chapters which have been printed here, together with a number of subsequent chapters which will not be serialized, will appear in book form under the same title in the spring of 1933. The Century Company will be the publisher

A Notable Bibliography

John Carter

A BIBLIOGRAPHY OF Dr. John Donne, by Geoffrey Keynes, M.A., M.D., F.R.C.S. Second Edition. Cambridge. At the University Press. 1932 (Quarto. Pp. XVI and 196. 350 copies at £2. 12. 6).

"It is a great satisfaction," writes Mr. Keynes in his Preface, "to be able to tidy up the loose ends which have appeared in my bibliographical embroidery during the last 17 years, and to present to students, collectors and librarians a more finished piece of work than was formerly possible." A second edition is something which most bibliographies have needed, few deserved, fewer achieved; but in this case the revelation of the small number of corrections necessary and the high level of scholarship in the revision and amplification prove, the one how well founded, the other how well maintained is Mr. Keynes' reputation as a bibliographer.

This new edition has about 30 more pages than the first, which was issued by The Baskerville Club in 1914 and has had every Donne collector in its debt from that day to this. The increase is mainly accounted for by the entries for recent editions, a considerable number of extra facsimiles and illustrations, and the much amplified section dealing with "Biography and Criticism." The actual changes to be found among the earlier editions are not many: There is a new issue of "Death's Duell" 1633; the collation of "Essayes in Divinity" 1657 has been corrected; one of the putative issues of "Ignatius his Conclave" 1611, previously listed at No. 6, has proved to be a "ghost" (conjured up, by no means creditably, in this country.) There is an interesting suggestion, which originates with Mr. John Sparrow, that the Preface to "Death's Duell" 1632 may be from the pen of Izaak Walton: certain cancel leaves are noted for the first time: there are more entries quoted from "The Stationers' Register": and the occasional remarks on the relative scarcity of the various works at the present time will be found valuable by all collectors of Donne less experienced than Mr. Keynes—and

that means, I imagine, just about all. There is interesting new light on the various MSS of the Sermons and of the Poems; three new pieces recorded by John Donne the younger; and a much enlarged list of books from Donne's library, due largely to Mr. Sparrow's researches among the Selden books in the Bodleian Library.

The curious may wonder how one of the two recorded copies of the "Sermon on Eccles. xii. I" comes to be now in the Bodleian, whereas in 1914 it was in the British Museum; which of the two issues of "XXVI Sermons" 1661 (Nos. 32 and 32a) is the earlier; whether there be not some discoverable priority between the three variants of "Juventia" 1633 (No. 43). Personally, I have only one bone to pick with Mr. Keynes—his method of transcribing title-pages. Where, as in a fair number of cases here, we are given a facsimile, is it not a waste of space to transcribe the whole title-page; and where we are not, why is not each new line of text in the title indicated by a stroke in the usual way?

I hope I have said enough in this brief space to show what an excellent piece of work this is. Mr. Keynes has enlisted the aid not only of such long-established scholars and collectors of Donne as Mrs. Simpson, Mr. Cosmo Gordon and Mr. Richard Jennings, but also of Mr. Sparrow, Mr. John Hayward and Mr. I. A. Shapiro, three of the most learned and judicious of the younger school; and it will indeed be a subtle error, an obscure volume, which proves to have escaped such a battery of critical eyes. It only remains to observe that the book itself has that restrained elegance of format which characterizes the work of the Cambridge University Press, and to record the one lapse from his purely bibliographical function which Mr. Keynes has allowed himself. In the collation of a certain recent reprint of two of the Paradoxes occurs this entry—"Note: 370 copies printed (370 too many)."—a scorching brevity worthy of Bentley or Housman.

American First Editions

Edited by Merle Johnson

DANIEL PIERCE THOMPSON (1795-1868)

Compiled by Charles E. Tuttle

THOMPSON was a lawyer by profession and, like Richard Henry Dana, Jr., his earliest works were in the legal field. His novels are not only interesting historical

records of places and periods concerned, but they are still readable and in active circulation especially his most famous work, "The Green Mountain Boys."

"The Adventures of Timothy Peacock, Esquire." *Middlebury*, 1835.
Anon. "By A Member of the Vermont Bar."

"May Martin." *Burlington*, 1835.

"The Green Mountain Boys." *Montpelier*, 1839.
2 vols. Anon.

"Locke Amsden." *Boston*, 1847.
Anon.

"The Shaker Lovers and Other Tales." *Burlington*, 1848.
Printed wrapper dated 1849.

"Lucy Hosmer." *Burlington*, 1848.
Also issue with Boston imprint.

"The Rangers." *Boston*, 1851.
2 vols. Anon.

"Tales of the Green Mountains." *Boston*, 1852.

"Gaut Gurley." *Boston*, 1857.

"The Doomed Chief." *Philadelphia*, 1860.
Anon.

"Centeola and Other Tales." *New York*, 1864.
Anon.

The Laws of Vermont, 1824-34 inclusive, beginning a Continuation of Slade's Compilation. *Montpelier*, 1835. Edited by Thompson.

An Address Pronounced Before the Vermont Historical Society. *Burlington*, 1850.
History of the Town of Montpelier... 1781-1860. *Montpelier*, 1860.

The Private Library of L. B. Van Dusen, comprising immaculate copies of First Editions in American Literature, including an original Agents' copy of *Tom Sawyer*.

To be offered the evening of May 26th at the NATIONAL ART GALLERIES, INC., in the Hotel Plaza, New York City.

Catalogs now ready. On view from Sunday, May 22nd.

BOOKS FINELY PRINTED:
Limited and special editions of family histories and genealogies, letters, memoirs, memorial volumes. EXTRA BINDING according to the finest principles.
R. R. DONNELLEY & SONS CO., *The Lakeside Press, Chicago*

Good Second-Hand Condition

John T. Winterich

WHEN this department a month ago requested information regarding early book appearances of "America" it did not expect that all apparent previous records would immediately be distanced by twenty-two years. It will be recalled that a March correspondent stated that he had "found it no earlier than 1854, which is ridiculous." He described two broadside appearances, one "an order of services July 4, 1831, not 1832 as Smith always said," and another for July 4, 1838.

Within a few days of the appearance of this data there came a detailed letter from Beatrice Haszard Gunn of Boston which sets the earliest book appearance back to 1832, and it is highly unlikely that anybody is going to do very much better than that. This department, however, is devoted to the cause of free speech and accurate bibliography (having had its own fingers burned a couple of times) and will welcome additional information (if there is any) if kind friends will supply it. Miss Gunn's informative report follows:

"In looking over the *Publishers' Weekly* for March 19th I read your article mentioning 'America' and today I set forth to see what I could find. I went the rounds of the bookshops and came home with a music book called 'The Odeon' published in Boston in 1837 and edited by Lowell Mason, the last number in which is 'America,' with 'National Air' after it.

"I then went to the Athenaeum and read up on Smith. I found he gave the poem to Lowell Mason in either 1831 or 1832, he could not remember which; so I went to the Library and looked up all the Lowell Mason books before 1837. In 'The Choir,' published in 1832, in the middle of the book, sandwiched in among the sacred anthems, was 'America,' and it would seem that this must be its first book appearance. It is not called a 'National Air'—in the New York 'Glee and Chorus Book,' copyrighted in 1855, 'Hail Columbia' is so designated. I have looked through a great many early song books, and it is surprising to find so few have any patriotic songs

at all. In one little book called 'Silver Bell' several additional stanzas of 'America' are credited to Oliver Optic.

"The title page of 'The Choir,' somewhat summarized, reads: 'The Choir / or / Union Collection of Church Music / Consisting of a Great Variety of / Psalms and Hymn Tunes, Anthems, &c. / Originally Selected / / By Lowell Mason / / Boston / Carter Hendee & Co. / (Successor to Richardson, Lord & Holbrook) / 151 Washington St. / 1832.' The whole is surrounded by an ornamental border. Below appears 'Price \$10 per dozen.' The copyright is dated 1832. The page measures approximately 9 $\frac{3}{4}$ inches wide by 5 $\frac{5}{8}$ inches deep. The cover is green paper over boards.

"There is a long preface, with ample instructions, and with a statement of the editor's general purpose: 'It is believed that "The Choir" will be found to contain a much greater variety of style and metre than any book heretofore published, and that with few exceptions the music will be found melodious, flowing and easy of execution. . . . If it be asked why so few of the old standard tunes are found in the work the answer is, the author's design has been to publish new music, and not to republish that which almost every book has contained for twenty years past. . . . The variety will be found very great. It is presumed that very few hymns can be found in the Hymn Books of the different religious denominations for which a tune may not be found in "The Choir."'

"'America' is found on page 273. It is signed S. F. Smith and there are five stanzas, of which the third reads:

'No more shall tyrants here
With haughty steps appear,
And soldier bands,
No more shall tyrants tread
Above the patriot dead,
No more our blood be shed
By alien hands.'

"I suppose this stanza also appeared in the broadsides, but it does not appear in 'The Odeon' (1837).

"The Choir" seems to have been very successful. It was, I think, reprinted in 1832, twice in 1833, and in 1834. In 1837 it reached a seventh edition. It was dedicated "To Singing Schools, Singing Societies and Choirs Throughout the United States."

Mason was forty years old when "The Choir" was published—sixteen years older than Smith. Mason had already published the "Juvenile Psalmist" (1829) and, the following year, the "Juvenile Lyre," described as the first book of school songs published in the United States. The dates are taken from Appleton, to whom the buck is passed because in the account of Smith, who is credited with translating most of the German lyrics in the latter collection, the date 1832 is assigned to the "Juvenile Lyre."

Discussion of "The Star-Spangled Banner," meanwhile, is not formally closed so long as fresh information continues to come in. The statement a month ago that only four copies of the "National Songster" (Hagerstown, Maryland, 1814), containing the first book appearance of the National Anthem seem to be known was clearly in error. Arthur Swan writes:

"Charles F. Heartman can, I feel sure, give you a list of several copies other than those listed in the *Publishers' Weekly* for March 19th that have passed through his hands. One of the copies recently passed from his hands to mine; it was superb in original wrappers, and has now found another home. During my auction career from 1902 to 1928 I surely described not less than six, perhaps as many as twelve copies, not all of which are listed in 'American Book-Prices Current'. The following, however, are:

February 26, 1912.

June 26, 1916.

November 19, 1917.

April 5, 1920.

May 4, 1922.

Communication

"EDITION" OR "IMPRESSION"?

Elkin Mathews, Ltd.,
London,
April 28, 1932.

Editor, *Publishers' Weekly*:

Mr. Carter's excellent summary in your issue of April 16th of the "Edition" or "Impression" controversy, states the position clearly and accurately. The discussion was first aroused, as he says, by the publication of my book, "Points," and no one was more surprised than I that such an animated discussion should have arisen on a definition which I had thought was generally accepted.

I should like here to refer to only one question raised by Mr. Carter. I think his nervousness as to the results of this controversy is unduly exaggerated. The general reaction to the definition may be summed up in the objection "no second printing can be a first edition." Superficially, such an objection is extremely plausible, but I believe that muddled thinking is responsible for it. Let it be clear that the definition of the word "edition" must be one which will apply to any edition, be it the first or the hundred and first. It is essential that there should be some term to differentiate between the mere reprinting of a book from standing type and a printing from an entirely new setting. "Impression" differentiates admirably between printings of the first kind and "edition" between those of the second. I take it that if the discussion ended there no one would object, but the term "first edition" has come to be associated with a certain definite thing, and it has a well-defined and generally understood meaning. Most publishers already use "Second impression" for the second printing of the first edition, and no collector is likely to be fobbed off with a second impression by a bookseller's specious pleading that, according to the strict definition, it is part of the first edition. Neither is any bookseller likely to attempt such an impertinence. It will not be disputed that where there are two or more issues of a book all the issues are first editions. Thus we have such descriptions as "First edition, second issue." No one is perturbed by this, and if a second issue is ordered from a catalog in which it is de-

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ENGLAND

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scribed as "First edition" *tout court*, the buyer has a perfect right to return it. If, therefore, this presents no difficulty, there is surely no need for alarm over the implications of the word "impression." In short,

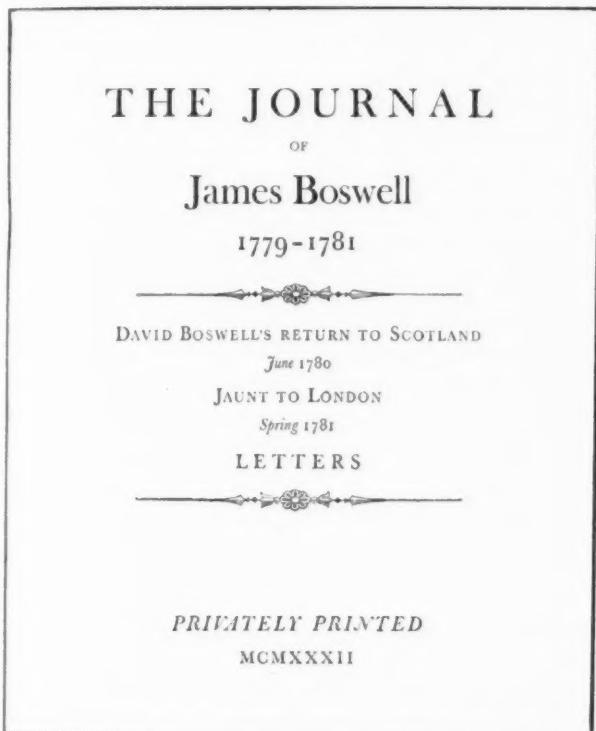
the description "first edition" in a bookseller's catalog is intended to imply that the book described is a first impression and first issue.

PERCY H. MUIR.

Limited Editions of the Month

CHESHIRE HOUSE

The Maides Tragedy, by Francis Beaumont and John Fletcher, illustrated with wood engravings by Freda Bone, printed in 14 pt. Bulmer on imported paper, and bound in marbled paper-covered boards, with leather back. 1200 copies at \$18.



Title-page of the Isham Collection of the Boswell Papers

COLUMBIA UNIVERSITY PRESS

The Works of John Milton, volumes V and VI, set in Garamond. 150 numbered copies on Swedish handmade all-rag paper, at \$15 each.

THE DERRYDALE PRESS

The Silver Horn and Other Sporting Tales of John Weatherford, by Gordon Grand, illustrated by J. Alden Twachtman, designed by Eugene V. Connett, printed in 12 point Caslon Old Face on Saturn book paper. 950 copies at \$7.50.

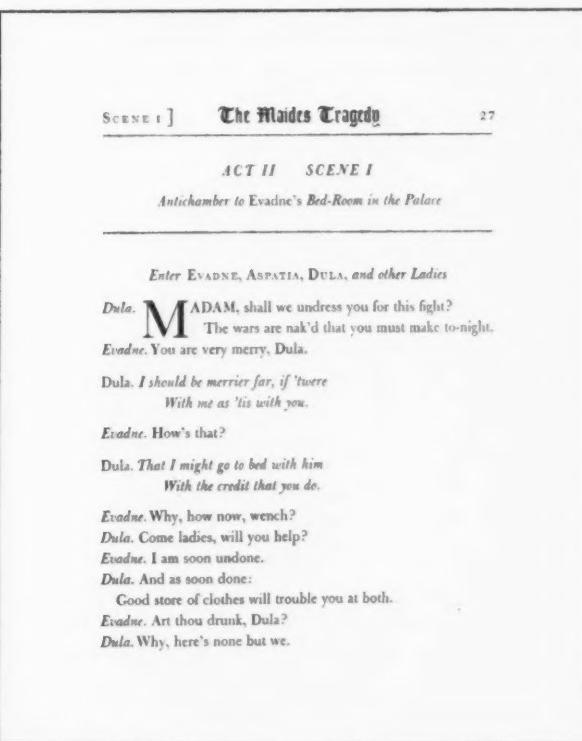
Famous Horses of the American Turf—Volume II: 1931, by Neil Newman, "Roamer," with 16 photographs reproduced in collotype, designed by Eugene V. Connett, page size 8½ x 11 inches, 210 pages, printed in 14 point Caslon Old Face on Saturn book paper. 750 copies at \$12.

WILLIAM EDWIN RUDGE (Privately Printed)

The Journal of James Boswell, volumes 13 and 14. To subscribers.

LIMITED EDITIONS CLUB (Press of A. Colish)

The Cloister and the Hearth, by Charles Reade, with an introduction by Hendrik Willem Van Loon, in two volumes, illustrated by Lynd Ward, printed in Poliphilus in combination with Blado italics, bound in duck. 1500 copies at \$10, to members.



Type page from "The Maides Tragedy"
(Cheshire House)

Old and Rare Books

Frederick M. Hopkins

ACCORDING TO present indications, the auction season on this side of the Atlantic will close early. The tendency of prices here is downward and it is just as well that our auction houses have a good summer vacation. Besides, the season generally comes to an earlier end here in order that dealers may attend important sales in London. It is reported that many valuable books are still to be sold there and that the auction houses will not close before the middle of July or the first of August. American buyers have been an important factor throughout the season, but are reported more than usually cautious and sure of values. The plunger has disappeared. The American speculative bookseller who buys for the speculative collector, who cares little in regard to what books he buys, or what prices he pays for them if he can unload his collection at a profit, has largely faded away. The English auctioneer is sorry to have him go, but he has been a disturbing and demoralizing factor in both England and America. He has never been popular with bookloving collectors, of course, but even dealers see that such collectors disappear in times of depression and that they have had altogether too much attention.

The Month at Goodspeed's comes regularly and is never lacking in bookish interest. The three volumes, now nearly complete, will be preserved with care by many collectors. "Within the month," says the editor in a short article entitled 'Quaint and Curious volumes,' "we have purchased a private library that is remarkable not only for the good standard books in it, but also for the number of decidedly unusual ones in it.... This noon we glanced over the six counters at Milk Street that are sagging (well, figuratively) beneath the weight of a part of the books from this library. We took pencil and paper and jotted down the titles of some of the more interesting and unusual books. Without embellishment, this is what we wrote: 'The Book of the Cheese,' 'Literary For-

geries,' 'The Mentality of Apes,' 'Secret Chambers and Hiding Places,' 'Tools and Toys of Stitchery,' 'Nash's Unfortunate Traveller' (Jack Wilton), 'Clowns and Pantomimes,' Caxton's 'Aesop,' 'A History of Crime in England,' Du Chaillu's 'Viking Age' 'The Elizabethan Jig,' 'Epistolae Ho-Elianae,' Ben Jonson's 'Works,' 'Autobiography of Mrs. Piozzi,' Fitzgerald's 'Life of Boswell,' Oxford edition of 'Poems of Richard Lovelace,' Pepys' 'Diary,' (Wheatley), 'Beggar's Opera,' (C. Lovat Fraser), 'Dramatic Works of Sheridan,' Froissart's 'Chronicles.' A few days ago a New York bookseller remarked that 'the widespread reduction in prices of good, readable, desirable books is bringing into our shop a new class of intelligent book buyers, some of which will make discriminating collectors of the old type. Booksellers are telling me the same thing.' Evidently the day of the "high spots" is passing to such an extent that the real booklover is appreciated even though he buys only moderate priced books. We wonder if the bookshop that was started to sell only books priced at \$1,000 and upwards is still doing business? If it is, we hope that there will never be another.

ERNEST DRESSEL NORTH, in an introductory note to a catalog of "Rare Books, First Editions: Many Presentation and Association Copies," just issued, says: "There is a place on the top of one of the Allegheny Mountains where two streams begin, one flowing eastward to the Atlantic Ocean, and the other westward into the Mississippi River, and so to the Gulf of Mexico. The current of recent events has divided into two distinct streams the collector of rare books: the speculator has been swept swiftly eastward and lost, let us hope for all time, in the cold and stormy Atlantic; while the true collector is protected by the warm and safe shores of the Gulf. He can now enjoy again the pleasant eddies of his hobby with scarcely a ripple of danger. His old serenity and

peace of mind are once more assured for he can continue to collect books on the old basic level of true values without bullish competition." This is certainly good news—if news it can be called. Book collecting should be done by booklovers. It was bad for collecting and for the rare book trade to have the buying of books dominated by speculators who regarded books as a commodity to be "ballyhooed" in the bookshop and the auction room with little regard for real merit. If the depression wipes out some of the bad methods that prevailed in the "boom period," it will not have visited us entirely in vain. This catalog, No. 114, contains a fine selection of 307 items sure to interest the old-fashioned collector and booklover at prices that will be a satisfaction to him.

A TWO DAYS' sale at Sotheby's in London, last month, contained some interesting records. A copy of Wordsworth's "Lyrical Ballads," 1798, of which there are only six known copies according to T. J. Wise, the bibliographer, was bought by the Rosenbach Company for £415. A first edition of Keats's "Endymion," first issue in the original boards with paper clean and intact, fetched £170 compared with £750 realized in the same auction rooms in 1929. The trial issue of Dickens's "A Christmas Carol," 1843, in the original binding, brought £92. Gray's "Ode on a Distant Prospect of Eton College," first edition, 1747, with only two sales records in the past forty-five years, £50 in 1910 and £300 in 1921, was knocked down for £220. A cut copy of the first edition of Goldsmith's "Haunch of Venison," 1776, brought £70. The uncut copy in the Kern sale at the Anderson Galleries in 1929 fetched £5,500. American collectors and rare book trade bought about the customary proportion of the rarities, generally paying the higher prices.

A SECOND SELECTION of source and pioneer books pertaining to North America formed by the late John S. Tilney, of Orange, N. J., will be sold under the management of Charles F. Heartman, of Metuchen, N. J., in two sessions, forenoon and afternoon, on June 3. These 422 lots contain a wide range of early Americana. Mr. Heartman, in a foreword, says: "The

value of some of these items might not run into large figures, but their scarcity and desirability as source books will become evident to those collectors and librarians who are forever in search for the chronicles of a past apparently so much nobler than anything that we can hope to attain." The third and final part will be sold on June 24.

AN AUTOGRAPH bulletin of 420 items from Thomas F. Madigan, autograph dealer of this city, comprising "bargain counter" items, including autographs of signers, presidents, famous authors, English and American, has just been received. Prices range from \$2 to \$10. We do not recall to have seen many bargain autograph catalogs, American or English, and bargains in really desirable material have been rare in the auction room. Almost any collector will find something here to interest him at an attractive price. Many of these "low" prices of today would have been high prices only a few years ago.

Auction Calendar

Friday morning and afternoon, June 3rd, at 11 o'clock and 2 o'clock respectively. Rare Americana, including the most remarkable collection of source and pioneer books pertaining to North America, formed by the late John S. Tilney of Orange, N. J. (Items 422.) Charles F. Heartman, 612 Middlesex Ave., Metuchen, N. J.

Catalogs Received

- American literature, fiction, poetry, drama, etc.** (No. 124.) The Smith Book Co., Suite 914, Union Central Bldg., Cincinnati, O.
- Books relating to California and the West.** (Items 315.) H. A. Johnson, 2079 University Ave., Berkeley, Cal.
- Canadiana and Americana.** (No. 7; Items 736.) Dora Hood's Book Room, 720 Spadina Ave., Toronto, 4, Canada.
- First editions of English authors.** (No. 40; Items 512.) Argosy Book Stores, Inc., 45 Fourth Ave., New York City.
- First editions of sixty authors, (1872-1932), with notes on the books by various authors.** The First Edition Bookshop, Ltd., 56 Brook St., London, W. 1, England.
- History and economics.** (No. 97; Items 366.) G. A. Poynder, Hunt & Co., 4 Broad St., Reading, England.
- Important books on the fine arts.** (No. 458; Items 413.) Bernard Quaritch, Ltd., 11 Grafton St., New Bond St., London, W. 1, England.
- Interesting and unusual Americana.** (No. 4.) Davis & Levine, Cooper Road, Rochester, N. Y.
- Livres anciens et modernes, rares ou curieux relatifs à l'Orient.** (No. 20.) Andrien-Maisonneuve, 5, Rue de Tournon, Paris, VIe, France.
- Orientalia.** (No. 309; Items 1162.) B. H. Blackwell, Ltd., 50 Broad St., Oxford, England.
- Rare books, first editions, many presentation and association copies.** (No. 114.) Ernest Dressel North, 587 Fifth Ave., New York City.
- Scarce and rare books, some in unusually fine condition.** (Items 201.) Housatonic Bookshop, Salisbury, Conn.

The Weekly Record

Describes and Indexes the New Books of All Publishers in a Convenient Reference and Buying List for Bookstores and Libraries

Abernethy, Thomas Perkins

From frontier to plantation in Tennessee; a study in frontier democracy. 403p. (12p. bibl.) maps, diagrs. O c. Chapel Hill, N. C., Univ. of N. C. Press \$3.50

Adams, Sir John

The teacher's many parts [education]. 352p. D '32 Los Angeles, Ivan Deach, Jr. \$3

Alner, James Z.

The capital murder. 260p. D c. N. Y., Knopf \$2

Who killed Beatrice Sigurda in her luxurious Washington home?

American book-prices current; a record of

books, manuscripts and autographs sold in the principal auction rooms of the United States during the season 1930-1931, June 1, 1930, to June 1, 1931; ed. by Mary Houston Warren [v. 37, lim. ed.]. 845p. O c. N. Y., R. R. Bowker Co. \$20

American educational catalog for 1932 (The);

an author index to text books in general use with names of publishers and price, with a subject index to the new school books of 1931-32. 160p. O '32 N. Y. [R. R. Bowker Co.] flex. cl. \$1; pap., 50 c.

Anderson, Andrew Runni

Alexander's Gate, Gog and Magog, and the inclosed nations. 125p. (13p. bibl.) Q (Monographs of Mediaeval Acad., no. 5) c. Cambridge, Mass., Mediaeval Academy of Amer. \$3; to members, \$2.40

Anderson, Sir George, and Whitehead, Henry, D.D.

Christian education in India. 124p. D '32 [N. Y.] Macmillan \$1.50

A discussion of the part the Christian church can usefully and legitimately play at the present time in Indian education.

Ault, Warren Ortman

Europe in the Middle Ages. 640p. (bibls.) maps (pt. col.), diagrs. O (Heath new hist. ser.) [c. '32] Bost., Heath \$3.48

A college textbook by a professor of history in Boston University.

Baldwin, Faith [Mrs. Hugh Hamlin Cuthrell]

District nurse. 310p. D [c. '32] N. Y., Farrar & Rinehart \$2

The love story of Ellen Adams who learned about life from her work in the crowded city tenements as district nurse.

Bennett, Arnold

Stroke of luck, and, Dream of destiny, an unfinished novel. 304p. D '32, c. '31, '32 Garden City, N. Y., Doubleday \$2.50

A long short story and an unfinished novel, both concerned with the stage.

Bergman, Ray

Just fishing. 418p. il. (pt. col.) O [c. '32] Phil., Penn \$5

An anecdotal guide to freshwater fishing, describing all the eastern game fish.

Bergsma, Stuart, M.D.

Rainbow empire [mission work]. 294p. il. map O '32 Grand Rapids, Mich., Wm. B. Eerdmans Pub. Co. \$3

Berkowitz, Max E.

The beloved rabbi; an account of the life and works of Henry Berkowitz, D.D.; introd. by Dr. William Rosenau. 301p. front. (por.) D c. N. Y., Macmillan \$2.50

An account of the career of one of the four first graduates of Hebrew Union College in Cincinnati, thus one of the earliest American-trained rabbis.

Bible

The Holy Bible; King James' version; Holman pronouncing ed.: A new practical course in Bible reading; ed. by A. Dana Adams: The inclusive dictionary-concordance. 1595p. il., maps (col.) S (Home reading Bible study course) [c. '25, '32] Phil., A. J. Holman Co. fab., \$2, bxd.

Bill, Mrs. Annie Cecilia Bulmer

The method of creative evolution. 108p. diagrs. D c. [Bost.] A. A. Beauchamp \$1.50

A personal philosophy of life.

Bonbright, James C., and Means, Gardiner C.

The holding company. 384p. O '32 N. Y., McGraw-Hill \$4

THIS LIST aims to be a complete and accurate record of American book publication. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place, not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from the title-page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case the word "apply" is used. When not specified the binding is "cloth."

Imprint date or copyright date is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n. d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq. obl., nar., designate square, oblong, narrow.

Book of common worship (The); approved by the general assembly of the Presbyterian Church in the United States of America, for voluntary use (rev.). 363p. T '32, c. '05-'32 Phil., Presby. B'd of Christian Educ.

75c.; \$3.25

Borofsky, Samuel H.

Life's panorama; man's place among his cousins and his life through the ages. 264p. map O [c. '32] Bost., Baggott & Ryall Co., 202 Barristers Hall \$2

Bradstreet, Anne

Works in prose and verse; reprint of 1867 ed. 508p. il. O '32 N. Y., Peter Smith \$7.50

Brister, Hope

The proud emperor; tales told in the Middle Ages. 189p. il. S (Little lib.) c. N. Y., Macmillan \$1

Fairy tales for the six to eight-year-olds.

Bryan, Dorothy, and Bryan, Marguerite

Michael, who missed his train. no p. il. (pt. col.) obl. D c. Garden City, N. Y., Doubleday bds. \$1

A picture-story book for little children about the adventures of Michael and Sally, Sealyham terriers.

Buck, Frank, and Anthony, Edward

Wild cargo. 254p. il. O [c. '32] N. Y., Simon & Schuster \$3

More stories of the capture of wild animals by the authors of "Bring 'Em Back Alive."

Cadwallader, Laura Hanes, and Rice, Sarah Ada

Principles of indexing and filing. 148p. il. S '32 Balt., H. M. Rowe Co. 95c.

Capek, Karel

Letters from Spain; tr. by Paul Selver [il. by the author]. 192p. D '32 N. Y., Putnam \$2

Impressions of Spain, humorous and lively in text and drawing.

Carritt, Edgar Frederick

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Cattell, J. McKeen

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Adams, Randolph G.

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Stone, Archie A.

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New Harmony, Ind., imprints. Any.
Perry. The Scarlet Empire.
Lee. Priceless Receipt Book.

Joseph Horne Co., Bk. Dept., Pittsburgh
Hergesheimer. Java Head. 1st trade and large paper.
Chalmers. The Beloved Physician.

House of Books, 52 E. 56th St., New York
Wears. Prospect of Gold Mining of Venezuela. 1888.
Wm. Whittham, Jr. Cotton Goods Trade of Venezuela. Publication no. 28, Jan., 1889, of Nat. Ass. of Mfrs. of U. S.
Appeal to Gov't and People of U. S. on Behalf of Independent S. A. Provinces. W. A. Mercein. N. Y. 1818.
Herbert W. Bowen. Correspondence and Cablegrams Relating to Venezuela Protocols. Gov't Printing Office, Washington.
Hale. Practical Guide to Latin America. Boston. 1909.
Official History of Discussion Between Venezuela and Gt. Britain. Atlanta. Franklin Printing & Pub. Co. 1896.
John M. Niles. History of So. Am. and Mexico. 2 vols. Hartford. 1838.
Wm. S. Robertson. Beginning of Spanish American Diplomacy.
J. H. Sherman. General Account of Miranda's Expedition. McFarland & Long. 1808. N.Y.
Hunter. South American Handbook. 1930.
Robinson. Cursory View of Spanish America, Part. Neighboring Vice Royalties of Mexico and New Granada.
Philips. Guiana and Venezuela Cartography.
Inman. South America To-day.

Weekly Book Exchange

House of Books—Continued

The Venezuelan Dispute. Prof. MacMaster's History of Monroe Doctrine. N. Y. 1850.
Williams. Monagas and Paez. N. Y. 1850.
American Anthropologist. 1st Series, vol. I.
International Journal of American Linguistics. Ed. Boas & Goddard. Years 1921 and following.
Anderson. Circling South America.
Robinson. Lancelot. Green cloth.
Milliken. Identification of Pure Organic Compounds. 4 vols.
Ried. Martyrdom of Man.

Wright Howes, 1142 S. Michigan Ave., Chicago
Asakawa. Early Instit. Life in Japan.
Audran. LaPoupee. Comic opera. Eng. or Fr.
Arnold. Preaching of Islam. 2nd ed.
Backhouse. Annals and Memoirs of Ct. of Peaking.
Bradford. Union Portraits.
Brinkley. Hist. of Japanese People.
Bennett. Polite Farces for Drawing Room.
Brawley. Your Negro Neighbor.
Brewster. Mem. of Life of Isaac Newton.
Burgess. Justo Rufino Barrios.
Breck. Way of the Woods.
Campbell. Hymns and Hymn Makers.
Curry. Imagination and Dramatic Instinct.
Clark. Physical Science in Time of Nero.
Cousins & Riley. Wood Carver of Salem.
Colum. Poems of Irish Revol. Brotherhood.
Corkery. Hounds of Banba.
Curtis. Textbook of Gen. Zoology.
De Morgan. Mem. of Augustus De Morgan.
Dinsmore. Teachings of Dante.
Duncan. Studies in South and Ala. Hist.
Dreiser. Amer. Tragedy. Vol. 1 only.
Dreyer. Hist. of Planetary Systems.
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Eames. English in China.
Eastman. Indian Boyhood.
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Fallon. The Big Fight.
Frederick. Mod. Indus. Consolidation.
Folk-Say. Vol. 1 only.
Furlong. Gateway to the Sahara.
Folks. Care of Destitute, Neglected and Delinquent Children.
Greenslit. Quest of Holy Grail. Illus. Abbey.
Greig. 100 Pitfalls of Chess. New ed.
Gosse. Gossip in a Library.
Grismer. 'Way Down East.
Haight. The Attic Theatre.
Hart. Light from North. Stud. ed.
Hewlett. Richard Yea-and-Nay.
Holliday. Walking Stick Papers.
Holliday. Hist. of Southern Lit.
Hurd. Instit. Care of Insane in U. S. & Can.
James. Indians of Painted Desert.
Johnson. The Almhouse.
Johnstone. Muhamad and His Power.
Kraft. Plays, Players and Playhouses.
Knight. Real Jefferson Davis.
Knox. Climate of Continent of Africa.
Lane, Poole & Dickens. Life of Sir Harry Parkes.
Lawton. Empire of Far East.
Lombroso. Crime, Its Causes and Remedies.
Malinkowski. Crime and Custom in Savage Soc.
Moliere. Plays. Mod. Liby. 1924.
Morley. Palissey the Potter; Jerome Cardon.
Montesquieu. Spirit of Laws. Vol. 1. Clarke. 1875.
Nicholson. Hoosiers.
Norton. Far Eastern Republic of Siberia.

Books Wanted—Continued**W. Howes—Continued**

Nitchie. *Vergil and Eng. Poets.*
 Oppenheim. *Monday Morning.*
Outline of Christianity. Vol. 1. 1926.
 Oman. *Eng. & 100 Years' War.*
Olmstead. Seaboard Slave States. 1861.
 Peterson. *Cicero.* Univ. of Cal. Press.
 Price. *Eng.-Ger. Literary Influences.* U. of C.
 Pritchard. *From Confucius to Mencken.*
 Reed. *Lectures on Eng. Lit.* 1889.
 Rhode. *The Scented Garden.*
 Routh. *Treatise of Anolytical Statis.*
 Russell. *An Ocean Tragedy.*
 Riis. *Battle with the Slums.* 2 cops.
 Sargent. *Anglo-Chinese Commerce, etc.*
 Scott. *Precipitations.*
 Shedd. *Measure of a Man.*
 Schmitt. *Nat. Laws of Musical Expression.*
 Stead. *Japan by Japanese.*
 Steiger. *China and Occident.*
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 Taft. *Greenhouse Management.*
 Theisen. *The Supt. & Bd. of Educ.* Col. Univ.
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 Wells. *Let's Do the Mediterranean.*
 Wilson. *Ruggles of Red Gap.*
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 Woodbury. *Studies in Letters and Life.*
 Wilson. *Survey of Social and Bus. Usage of*
 Arith. Col. U.

J. L. Hudson Co., Bk. Dept., Detroit

Stevens. *Travels in Yucatan.*
 Collier. *West in the East.*
American Magazine. Feb., 1927. Good condition. 2.

Hutzler Bros. Co., Bk. Dept., Baltimore, Md.

Stories of a Hundred Operas. Felix Mendelsohn.
Sorrows of Werther. Goethe.
In the Wilderness. Undset.

George W. Jacobs & Co., 1726 Chestnut, Phila.
 J. H. Lea. *The Lea Family Genealogy.*
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Little Moorland Princess. Wister. Trans.
Silverthorns. Molesworth.
Canterbury Pilgrimage. Pennell.
Million and One Night. Ramsaye.

James Bk. Store Co., 516 Main, Cincinnati, O.
 Collingdon. *Manual of Mythology.* London.
 1890.
 Edmund. *Historical Summary of English Literature.*
 Townsend. *Lincoln and His Wife's Home Town.* Bobbs.
 Johnson. *Alms House.* Russell Sage.
Fort. New Lands. Liveright; Wild Talents.
 Post. *History of European and American Sculpture.* Harvard.

Jersey City, N. J., Free Public Library

Duncan, Norman. *Way of the Sea.*
 Hall, A. V. *Rainbow Houses.* Cape.
 Hall, J. N. and Nordhoff, C. B. *Lafayette Flying Corps.* Vol. 1. Houghton.
 Hasluck, P. N. *Clay Modelling and Plaster Casting.* Funk.
 Marquis, D. *Cruise of the Jasper B.* Appleton.
New Universities Encyclopedia. 5 vols. Syndicate Co.
 Wallace, Edgar. *Dark Eyes of London.*

Johnson's B'kstore, 1379 Main, Springfield, Mass.
 Locke, John. Complete set.
 Jeremy Bentham. Complete set.
 Stephens. Utilitarians.
Book on Cup Plates.
 O. Kakuzo. *Book of Tea.*
 Wilson. *Boss of Little Arcady.*
 Pollock. *The Fool.*
 Townsend. *Electricity in Gases.*
 Cather. *My Antonia.*
 Montague. *Those Enchantments.*
 Norris. *Rich Mrs. Burgoynes.*
U. S. Naval Institute Proceedings from Aug.,
 1914 on. Bd. vols.
 Bellamy. *Duke of Stockbridge.*

The Edw. P. Judd Co., New Haven, Conn.
 Reed. *Old Rose and Silver.*

Judson Press, 1107 McGee St., Kansas City, Mo.
Christ's Cure for Care. M. G. Pease. Good condition.

Keats Bk. Store, 78 Court, Binghamton, N. Y.
Curwood. The Great Lakes.
Welcome Guest.
Buchanan Book.
Children of Old Park Tavern.
 Phillips, David G. *A Grain of Dust.*

Kendrick-Bellamy Co., 16th St. at Stout, Denver
My Little Book of Prayer; Souls Faring. Muriel Strode.

Kleinteich's, 1245 Fulton St., Brooklyn, N. Y.
 Dodge. *Our Wild Indians.*

Korner & Wood Co., 1512 Euclid Ave., Cleveland
 Brooks. *Like Summer's Cloud.* 1st ed.
 Brooks. *Luca Saito—the novel.* 1st ed.

Lamar Bk. Store, Main at Lamar, Houston, Texas
 Taft. *Supreme Court and Anti-Trust Laws.*
 Reed. *Morals of Monopoly and Competition.*
 Friedlander. *Anthology of Jewish Verse.*

Lasalle & Koch B'kshop, Toledo, Ohio
Pilot's Luck. Pub. by McKay.
War In the Air. 2 vols. Oxford University Press.

Chas. E. Lauriat Co., 385 Washington St., Boston
 Colver. *Look Out Girl.*
 Filippi. *Karakoran and Western Himalaya.* Constable. 2 vols.
 Grenfell. *Down North on Labrador.*
 Hough. *Ship of Souls.*
 Huston. *Prudence's Daughter.*
 Marshall. *Snow Shoe Trail.*
Picayune Creole Cook Book. Early ed.
 Rath. *Dark Chapter.*
 Shute. *Plupy.*
 Tarkington. *Midlander.*
 Taylor. *Cape Cod Mystery.*

John A. Lavender, Troy, N. Y.
Lang's Bible Commentary.
Bergel's Commentary N. T.
Abbott's Commentary Gospel.
Godet's Commentary St. John.

Letters Bk. Shop, 1513 E. Colorado, Pasadena, Cal.
 Hyslop. *Evolution of Ethics.*
Aristotle. Constitution of Athens.

H. K. Lewis & Co., 136 Gower St., London, W.C.1
England
 Ostertag. *Meat Inspection.* 2 copies.
 Amer. Jl. *Diseases of Children.* Jan., 1932.
 Hirsch. *Rontgenological Technique.* 2 copies.

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H. K. Lewis & Co.—Continued
 Cutsforth. An Analysis of the Relation Between
 Tachial and Visual Perception. 1930.
 Dubelle. Soda Fountain Beverages.
 Wood. Tablet Manufacture.
 Bennett. Soils of Central America, etc., in Amer.
 Soil Survey Association Bulletin V, Vol. I,
 pages 69-81.

Lewis St. B'kshop, 27 Lewis St., Hartford, Conn.
 Pentecost of Calamity. Wister.
 Beautiful Blunder. Barton. 1st ed.

Literary Lobby, 67 W. 44th St., New York
 Thomas Farquhar. Genealogy of the Bowles
 Family.
 Mary Lawton. Schumann Heink, the Last of the
 Titans. Library copy.

Horace Liveright, 31 W. 47th St., New York
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Lofland Book Shop, 732 W. 6th St., Los Angeles
 Nerr. Masonic Guilds in the Making.
 Buck. Good Earth. 1st.

Login Bros., 1814 W. Harrison St., Chicago
 Smith. Forensic Medicine.
 Sherrington. Integration Nervous System.
 Osler. Practice of Medicine. 1892 only.
 Untrodden Fields of Anthropology. Paris. 1898.
 Vol. 1 only.
 Dealers send list of medical books.

B. Login & Son, Inc., 29 E. 21st St., New York
 Draper. Human Constitution.
 Jesuit Relations.
 Beaumont. Physiology of Digestion.
 Drake, Daniel. Diseases of the Interior Vallies.
 Landoldt. Refraction.
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 Toner. Medical Men of the Revolution.
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 Klein. Reign of Patti. Century.

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 Forty Years in the Army. General Scofield.
 Der Rote Kampfflieger in a Series Ullstein's
 Kriegsbucher. 1918.
 Pacific Northwest Americana—Oregon, Washing-
 ton, etc.
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McDevitt-Wilson Bk. Shop, 30 Church St., N. Y.
 Anonymous. The Goldfish.
 Sale. Historic Gardens of Virginia. Pub. by Wm.
 Byrd Press.
 Collyer. Elixir of Life.
 Black. MacLeod of Dare.

J. McDonough Co., 174 State St., Albany, N. Y.
 Lingard. Hist. of England.
 Chauchetiere. La Vie C. Jegakouta.

H. D. McGlade, 128 Chestnut St., Boston, Mass.
 Four pamphlets on A. Edward Newton published
 by the Atlantic Press.
 Victorian Photographs of Famous Men and Wom-
 en. Pub. Harcourt, Brace. 1st ed.

James Madison, 465 S. Detroit, Los Angeles
 Dime Novels, Stephen Foster items, Playbills,
 Early California Newspapers.

Madison Bk. Store, 55 E. 59th St., New York
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 Ouida. Set.

David Magee, 480 Post St., San Francisco, Cal.
 The Imagist Anthology.
 Washington Merry-Go-Round. 1st ed.
 Print of Surtees. Pub. by Gee.
 Von Lubke. Hist. of Art. 2 vols.
 Milne. 14 Songs, 2nd Plays, and Mr. Pim Passes
 By.
 Sophie Cottin. Mathilde.
 William Weir. London Lit. Society in the Days
 of Johnson.
 Spence. Dame Rebecca Berry.
 Rostand. Cyrano de Bergerac. 1st ed. in French.
 Bearne. The Cross of Pearl.
 Julia Addison. Florestane the Troubadour.

**Marcy Ave. Bk. Co., 144 Marcy Ave., Brooklyn,
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 Clarke, D. H. Young and Healthy.
 Ingalls. Amateur Telescope Making.

L. S. Matthews & Co., 3554 Olive St., St. Louis
 Ruttin the Labyrinth.

I. Mendoza Bk. Co., 15 Ann St., New York
 Perry. Japan. Vols. 2, 3.
 Dowson. Poems. Lond. 1906. 1st ed. Cloth.

Methodist Bk. Concern, 740 Rush St., Chicago
 Moffatt. Old Testament. Vol. 2. Blue cloth.

Methodist Bk. Concern, 150 Fifth Ave., New York
 What Men Live By. Tolstoi.
 Diary of Colonial Days. Phillip V. Fithian.

J. M. Mitchell, Land Title Bldg., Phila.
 Any Law Books. Send list.

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 Clement. John Fenwick.
 Comly. Friend's Miscellany.
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 Last; The Walbury Case; An Old Score.
 Hocking. The Bivouac.
 McChesney. Yesterday's Tomorrow.
 Parrish. The Friendly Assn.
 Pyle. Within the Capes.
 Shaw. Lucius Carey; Lord Falkland.
 Tynan. A King's Woman.

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Moss & Kamin, 1423 6th Ave., New York
Hemingway, Ernest. Autograph letters and assoc. material.

Laughing Horse Mag., May, 1924; Sept., 1924.
Scribner's Magazine, May, 1930.
Fletcher, Horace. Fletcherism, What Is It?
Naillen. On the Heights of the Himalaya.
Bibelot. Set. Orig. ed.
Terry, Ellen. Story of My Life.
Borsodi. This Ugly Civilization.
Travers, Ben. Mischief.

Nat'l Bibliophile Service, 347 5th Ave., N. Y.
Jefferson, Thomas. Writings ed. Ford.

L. I. Newton, 8 Genander, Auburn, Mass.
Martial. Trans. T. May. 1629.

Norman Remington Co., 347 N. Charles, Balto.
Mahaffy. What Have Greeks Done for Civilization.

Travers. Cuckoo in the Nest.
Mrs. J. W. Cringan. Instructions in Cooking.
Marshall. Our Empire Store.
Bunner. Short Sixes.
How Froggies Go to Sleep. Lothrop.
Benson. Thy Rod and Thy Staff.
Hazen. Filtration and Public Water Supply.
Daves. Princess Aline.
Hasluck. How to Make and Use the Microscope.
Mommsen. History of Rome. Scribner.
Smith & Halsey. Famous Old Receipts. Winston.
Oliver Hereford. Artful Antics.
Dall. Patty Gray's Journey to Cotton Island.
Bailey. Stories for Sunday Telling.
O'Donnell. Love Poems of Three Centuries. 1 vol. ed.

Norton Bros., El Paso, Texas
College and Univ. Problems. Works, author (?)
Pub. by American Library Association in 1927.

Old Corner Bk. Store, 50 Bromfield, Boston
L. A. LaGarden. Gunshot Injuries. Wm. Wood & Co. 1916.
Dr. Edward von Hoffman. Atlas of Legal Medicine. W. B. Saunders Co. 1898.
Hand of Ethelberta. Hardy.
Woodlanders. Hardy.
Jude the Obscure. Hardy.
Laodicean. Hardy.
Pair of Blue Eyes. Hardy.
Well Beloved. Hardy.

Osborne's Bk. Store, 923 State St., Santa Barbara, Calif.
Life of Geo. Mason. Mrs. Kate Mason Rowland. 2 vols. 1892.

Peabody Bk. Shop, 913 N. Charles, Baltimore
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Morley. John Mistletoe. 1st.

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Townsend. Old Time Schools and School Books.
Originally pub. by Macmillan & Co. 3.

N. A. Phemister Co., 42 Broadway, New York
Aircraft Yearbook, 1921.
Fiduciary Law Chronicle. Vol. 1, nos. 1 & 3.
C. W. Elliott and others. Preliminary Reports on Efficiency in the Administration of Justice.
Labaree. Royal Government in America. A Study of the British Colonial System before 1783.

Phoenix Bk. Shop, 41 E. 49th, New York
Grant, Ann. Memoires of an American Lady. Dodd-Mead, 1909.

Pickwick Book Shop, 225 S. 17th St., Phila.
Any novels by Amer. Authors before 1830.
Smith. Colonel Carter. Fine 1st.
Deland. The Old Garden. 1886.
Wallace. Ben Hur. 1880. 1st issue.
Sedgwick. Married or Single. 1857.
Artzybashev. The Breaking Point.
Montgomery. Misunderstood.
Ormond, N. Y., 1799.
Clara Howard. Phila. 1801.
The Coquette. Boston. 1797.
Randolph. Phila. 1823.
Secret History. Phila. 1808.
Any novels, old or new, written in the form of letters.

Pilgrim Press, 14 Beacon St., Boston, Mass.
Water Babies. Charles Kingsley. 1909 ed. 32 illus. by Warwick Goble. Macmillan.

Wm. V. Pippen, 605 N. Eutaw, Baltimore, Md.
Spargo. Early American China.
Hist. of Little Whet Stone Valley.
Hewitt, J. H. Shadows on the Wall.
Clark, Adam. Comm. Vol. 5. 1846.

Plainfield Bk. Shop, 321 Park Ave., Plainfield, N.J.
Dwight. Stamboul Nights.
Maude Baker. Memoirs of Mistral.

Powers Mercantile Co., Bk. Dept., Minneapolis
Darby & Jones. Our Unknown Guest.
Newton. Best Sermons 1927.
Harry Leon Wilson. Ma Pettingell.

Charles S. Pratt, 475 Sixth Ave., New York
Futrelle. Thinking Machine on the Case.
The Masters of Mysteries. Novel.

Princeton Univ. Library, Princeton, N. J.
Du Deffand. Lettres à Horace Walpole. Ed. Toynbee. 1912. 3 vols.

Putnam Bookstore, 2 W. 45th St., New York
Quote by mail only.
Powell. Christian Science, the Faith and Its Founder.
Child Life in the Far West.
Fish Are Such Liars.
Locomotive Cyclopedias.
Jerome. Three Men in a Boat. Original illus.
Bucke. Man's Moral Nature.
Brady. Photographic History of Civil War.
Richardson. West Point, 1917.
Hilton. Rest and Pain.
Convict Ship.
Sinking of the Titanic.
History of Epidemics in Britain. Creighton.
Lincoln Steffens Autobiography. 2 vols. 1st printing only.
Merritt. Moon Pool.
When Ghost Meets Ghost; It Never Can Happen Again. Morgan.
An Unknown Lover. Vaizey.
A Sherburne Quest.
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Williamson. House of Lost Court.
Youth's Companion. 1880-84-85.
Steel. Art of Rigging.
Couperous. Comedians.
Digest System dealing with Schools and School Districts.
Cassery. Elephant God, Life at an Indian Out-post.
Mitchell. Winged Defence.
Dellenbaugh. Breaking the Wilderness.

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 Concerning Friendship. Ariel Booklet, no. 85.
 Old Testament. Moffett trans. Vol. 2. Cloth ed.
 Rogers. Newspaper Building.

Rare Book Co., 99 Nassau St., New York
 Memoirs of Mrs. Eddy. Adam Dickey.
 Christian Science Books, Manuals.
 Science of Man. Mrs. Glover. 1876, 1879, 1883.

The Rare Book Shop, 822 17th St., Wash., D. C.
 Pope. Adventurous Bowman.
 Wilson. Painted City.
 Cook, T. A. Old Provence. N. Y. 1905.
 Battles and Leaders of the Civil War.
 Hughes. Life of Gen. Jos. E. Johnston.
 Johnston, Gen. Jos. E. Any life of.
 Seton. Lives of Wild Animals.
 Southern Review. 2nd vol. July-Oct., 1867.
 Bledsoe.
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 New England Primers. Any before 1825.
 Schnitzler. Hands Around.
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 Descendants.
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 Chronicles of the Henderson Family.
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E. R. Robinson, 401 River St., Troy, New York
 Adams. Esther.
 Bureau of Am. Ethnology. 24th Report.
 Collins. Design of Induction Coils.
 Cather. One of Us.
 Chambers. Maid at Arms.
 D'Holbach. Systeme de la Nature. London. 1781;
 Bons Sens, Paris, 1770.
 Fairy Starlight and the Dolls.
 Gomme (Alice B. and Sir B. L.). Anything by.
 Hunter, Thos. Geometry.
 Haddon. The Study of Man.
 Houdini. Right Way to do Wrong.
 Jl. of Am. Folklore, 1927 issue with article by
 J. O. Heck.
 Jenkins. Penna. Colonial and Federal. Vols. 1
 and 3.
 Kirkland. Zury.
 Lossing. Field Book of the Am. Rev. Vol. 1.
 Morley. Book of Days.
 Nelson. A B C of Stock Speculation.
 Newell. Games and Songs of Am. Children.
 Schuyler. Colonial N. Y.
 Thomson. Chronicles of London Bridge.
 Wyckoff. Studies in Tape Reading.
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 Young, Barbara. Keys of Heaven.
 Broome Co., N. Y., History.
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 Influence of Christ on Modern Life.
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 Payne Family Record. Vol. 1.
 Page. Knight and Squire.
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 Van Doorn Family in Holland and Am.
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 Wescott. David Harum. 1st ed.

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 Custer's Last Fight. A lithograph.
 Oppenheim. Jeanne of the Marshes. 1st English.
 Lisle. Hobnails and Heather.

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 Janvier, T. A. In the Sargasso Sea.
 Monkhouse, W. C. Life of Leigh Hunt.
 Schelling, F. E. English Lyric.

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 Eldred. Ballads and Lyrics.
 Lodge. Ballads and Lyrics.
 Life of Joseph Brant-Thayendanegea. Wm. L.
 Stone.

Sanford's, Inc., 222 W. 3rd St., Davenport, Ia.
 Targ. Modern American First Editions.

Sather Gate Book Shop, 2271 Telegraph Ave.,
 Berkeley, Calif.
 Scott Stamp & Coin Co. Ltd., New York. Spe-
 cialized U. S. Catalogue. 1932 ed.

Savoy Bk. Shop, 123 E. 59th St., New York
 Daudet. Limited ed. Red cloth. Vol. 16.
 Twain. Autograph ed. Vol. 15.
 Voltaire. Red buckram. Vol. 17.

Schermerhorn Co., Bk. Dept., Fort Worth, Texas
 Pearl Buck. Good Earth. 1st ed.
 C. J. S. Thompson. Mystery and Lure of Per-
 fume.

Alwin J. Scheuer, 26 E. 56th St., New York
 Hemingway. Farewell to Arms. L. P.

A. W. Schmale, 191A 4th, Portland, Oregon
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 Johnson Impeachment Investigation.
 Orestes Brownson. Anything by.
 Ingersoll Lockwood's Baron Trump Series or Won-
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Schuman's, 4840 Cass Ave., Detroit
 Wilson. History of the American People. Har-
 per. 1902. Vol. 1.
 Knowlton. Moral Physiology.
 Legouis & Cazamian. Hist. of English Lit.

Scranton's, 334 Main St., E., Rochester, N. Y.
 Genealogy of the Goddard Family.
 Benjamin M. Reed. Illustrated History of New
 Mexico. Pub. about 1912.
 Divine Healing and Doctors.
 What Says the Bible?
 Letters of the Empress Friedrich. 2nd-hand copy.
 Cheap.

Scranton's, 21 State St., Rochester, N. Y.
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 Ades & Josipovici. Goha the Fool.
 Allen. Only Yesterday. 1st ed.
 Baum. Father Goose.
 Brady, C. T. American Fights and Fighters.
 Bright, R. Travels in Hungary.
 Chambers, R. W. Quick Action; Eris.
 Churchill, W. World Crisis. 1915.
 Corbett, J. J. Life and Battles.
 Davidson, J. New Interpretation of Herbart's Psychology.
 Dimnet, E. Paul Bourget; Tendencies of French Thought; Has France Gained Anything by the War; France, Her Allies and Her Problems.
 Farrow. Gas Warfare.
 Harrison, E. O. Prince Silver Wings.
 Hayward, J. H. Meaning of Education as Interpreted by Herbart; Secret of Herbart; Three Historical Educators; The Student's Herbart.
 Henty. A Chapter of Adventure.
 Herbart, J. F. Letters and Lectures on Education; Outline of Educational Doctrine; Application of Psychology to Science of Education; Textbook of Psychology; The A B C of Sense Perception.
 Kay, G. Fairy Who Believed in Human Beings.
 Lange, C. K. Outline of Herbart's Pedagogics.
 Newman. Texas and Mexico in 1841.
 Nogales. Four Years Beneath the Crescent.
 Ognijov, N. Diary of a Communist School Boy.
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 Reluctant Dragon.
 Renton, R. John Forster and His Friends.
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 Whitmore. Colonial Epitaphs.

Charles Sessler, 1310 Walnut St., Philadelphia
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 Casuals of the Sea.
 Aliens.
 Josiah Penniman. A Book about the English Bible. 1st ed.
 Drawings by Frederick Remington.
 Complete Prose Works Outre Mer, Longfellow. Cloth. 2 vols.
 A Dissertation on Freedom of Navigation and Maritime Commerce by Barton. 1802.
 Barton. True Interest of U. S., particularly of Penna., considered with respect to a State Paper Money. Phila. 1786.
 Anatomy of Melancholy. Nonesuch ed.

Shepard Bk. Co., 408 S. State, Salt Lake City
 Translation of New Testament into Ojibway Language by Edwin James. Albany, N. Y. 1833.

Sherwood's, 24 Beekman St., New York
 Sequel Stories—Eng. & Amer. Aldred.
 Water Purification Plants and Their Operation. Stein.
 Wilderness. Clegg.

Siler's, 1000 Canal St., New Orleans, La.
 Brooks. Philosophy of Arithmetic.

Siler's—Continued

Groves. Dictionary of Musical Terms.

Silhouette Book Shop, Plaza Ct., Oklahoma City, Okla.
 Golden Ladder. Hughes.
 Wind. Scarborough.
 Ex Libris Carissimis. 1st ed.

Simmel & Co., Ross-Str. 5/7, Leipzig C1, Ger.
 Bull. Am. Schools of Or. Res. Set and odds.
 Jack. Sect. and Party Pol. in Alabama. 1919.
 Powell. Nullification. 1909.
 Petty. Econ. Writ. ed. Hull. 1912.
 Cruikshank. Inv. of Mil. Doc. in Arch. 1910.
 Cruikshank. Inv. of Canada. 1912.
 Doughty & McArthur. Doc. Rel. Const. Hist. of Canada. 1914.
 Short & Doughty. Doc. Rel. Const. Hist. of Canada. 1907.
 Campbell. Unit. Emp. Loy. lists. 1909.
 American Magazine. Set and odds.
 Eggleston. Civil. or Engl. to Am. 1901.
 Harcourt. Harcourt Papers. 1880. Also single vols.

Smith's Bk. Store, 418 Main St., Cincinnati, O.
 Morley. Ex Libris Carissimis. 1st ed. 3.
 Field. Love Affairs of a Bibliomaniac.
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 Chess Items and Chess Curios. Any.

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 Dame, L. L. Handbook of the Trees of New England.
 Hara. Introduction to the History of Japan.
 Lippincott's New Gazetteer of the World. 1922 ed. or later.

J. W. Stacey, 236 Flood Bldg., San Francisco
 Dr. O. Z. Ha'Nish. Mazdaznan Dietetics and Cookery Book.

G. E. Stechert & Co., 31 E. 10th St., New York
 Baerlein. Enchanted Woods. 1932.
 Bamberger & B. Guide to Children Liter.
 Barry. Luck of Native Born. 1898.
 Campbell. Life Works F. Hebbel, 1919.
 Clarke. Browning, His Century. 1912.
 Coar. Studies in German Liter.
 Child. Life Poems T. Flatman. 1922.
 Cleaves. Light Energy.
 Craine. Little Bits. Rand.
 Crile. Bipolar Theory Living Processes.
 Cushman. Hist. Philosophy. HM.
 Dana. Library Primer. Rev. ed.
 Dillon. Pres. Obregon. 1923.
 Edwards. Aluminum Bronze Powder.
 Finley. Dramatic Method Teaching.
 Fitzmaurice-K. Spanish Bibliography. 1925.
 Flick. Rise Medieval Church.
 Franklin. Letters on Marriage. 1929.
 Freeman. Federal Govt. Greece and Italy. 1893.
 Fry. Educational Dramatics. 1917.
 Gavin. Some Aspects Greek Orthodox Thought.
 Goddard. Studies New Eng. Transcendentalism.
 Hall. What He Least Expected.
 Hamilton. Materials Methods Fiction. 1908.
 Harris. Cooperation.
 Harvey Lectures. Any vols.
 Hewett-Thayer. Modern German Novel. 1924.
 Hindus. Russian Peasant. 1920.
 Jacobs. Castaways; Short Cruises; Skipper's Wooing.
 Jeans. Cosmogony and Stellar Evol. 1922.
 Juglar. Hist. Panics in U. S.

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 Mosher. Health and Woman Movement. 1928.
 Myers. Hist. Gt. Amer. Fortunes. 3 vols.
 Noll. Life Times Miguel Hidalgo.
 Poe. Tales. Putnam.
 Pollack. F. Grillparzer.
 Ralli. Guide to Carlyle.
 Ransom. Poems about God.
 Reinsch. Public Intern. Unions.
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 Aeworth. Navies of Today and Tomorrow.
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 Jl. of Agricultural Research. 1920 epl.
 Letters of Archie Butt. Pop. ed.

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 Lewis Carroll. Alice in Wonderland. 1866.
 Guy Boothby. Dr. Nikola. Appleton. 1896.
 Our Mutual Friend. Vol. 1. Chapman & Hall. 1866. Half calf.
 Letters and Recollections of George Washington, 1790 and 1799, with a Diary of Washington's last days. By Tobias Lear. Pub. Doubleday, Page. 1906.

W. K. Stewart Co., 44 E. Washington, Indianapolis, Ind.
 John J. MacIntyre. Wm. H. Conklin.

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 Harpers Mag., Jan.-Aug., 1894.
 Grahams Mag. Orig. wrps. 1841-43.
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 Keats, John. Life, Letters and Literary Remains of. In 2 vols. By R. M. Milnes. 1st ed. 1848.
 Todhunter. On Paper-making.
 Updyke. Day's Work.
 Updyke. Printing Types. Last ed.
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 Loban. Practice of Chiropractic.
 Physical Culture. No. containing an article "Boy or Girl—Take Your Pick." 1925 or 1926.
 Magazines: Back nos. of Broom; Criterion; New Criterion; Contact; Blast; Egoist; Little Review; This Quarter; McClures, Feb., 1908; Cosmopolitan, Sept. and Nov., 1916; Imago, 1912 and 1913; Better Homes and Gardens; International Journal of Psychoanalysis, 1920-1930; Jahrbuch fur Psychoanalytische und Psychopathologische Forchungen. 1909-1913.
 Miller. Photographic History of the Civil War. Set.
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 S. A. Nelson. A B C of Stock Speculation.
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 A. J. Pickett. History of Alabama. 2 vols.
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Atherton, G. Daughter of the Vine.
Conrad, J. Typhoon. 1st ed. N. Y. 1902.
Howe, E. W. Story of a Country Town. 1st ed.
Norris, Frank. Blix.
Nugent, Meredith. New Games and Amusements.
O'Shaughnessey, Edith L. Viennese Medley.
Stern, G. B. Bouquet.

Westcott, E. N. David Harum. 1st ed.
Wharton, Edith. Ethan Frome. 1st ptg.

First editions of following:

Lewis Carroll. Alice's Adventures in Wonderland,
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Ginn.

Allegretto—Poems by G. Hall. Illus. by O. Herford. Little. 1912.

O. Herford. Animal Book. Bickers. 1905.

O. Herford. Bashful Earthquake and Other
Fables and Verses. Scribner. 1898.

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Young. Illus. by O. Herford. Rickey. 1909.

Verbena Reed. Bird-nest Boarding House. Illus.
O. Herford. Dutton. 1922.

Bishop's Purse. O. Herford and C. Moffett. Ap-
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O. Herford. Gay & Bird. 1906.

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Devin-Adair. 1914.

Complete Cynic. O. Herford and Grant and
Mumford. Elder. 1910.

Confessions of a Caricaturist. O. Herford. Scrib-
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Cupid's Almanac and Guide to Hearticulture. O.
Herford. Houghton Mifflin. 1908.

Cupid's Cyclopedias. O. Herford. Scribner. 1910.

Cupid's Fair Weather Books. O. Herford. Scrib-
ner. 1911.

Cynic's Calendar of Revised Wisdom. ed. by Her-
ford, Mumford and A. Nuzner. Elder. 1902.

Devil—adopted from play by Molnar by Herford.
Kennerley. 1908.

Dream Fox Story Book by Mrs. M. O. Wright.
Illus. Herford. Macmillan. 1900.

Gambolling with Galatea by C. Dunham. Illus.
Herford. Houghton Mifflin. 1909.

Happy Days by O. Herford. Kennerley. 1911.

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Jingle-Jungle Book. O. Herford. Century. 1913.

Kitten's Garden of Verse. Herford. Scribner.
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Little Book of Bores. Herford. Scribner. 1906.

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Mouse-colored Road by V. Thompson. Illus. Her-
ford. Appleton. 1913.

Mythological Zoo by Herford. Scribner. 1912.

Neither Here Nor There. Herford. Doran. 1922.

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Poems from Life, by Herford, with orchestration
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Revised Cynic's Calendar. Herford, Grant and
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Simple Jography. Herford. Luce. 1908.

Smoker's Year Book. Herford. Moffat. 1908.

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What'll You Have. Herford & Schmidt. Holt.
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Luther, Martin. Biog. pub. by Century.

Ossendowski. Beasts, Men and Gods.

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Siren. Leonardo Da Vinci. Yale Univ. Press.
1916.

Richter. Literary Works of Leonardo Da Vinci.

Univ. of Pennsylvania Library, Philadelphia
Appleton's Cyclopedic of American Biography.
Vol. 9.

Berlioz. Treatise Upon Instrumentation and Orchestration.

Blunden. English Poems.

Boas. Changes in Bodily Form of Descendants of Immigrants.

Book Review Digest. Vol. 1.

Brett. Charles II and His Court.

Cameron. Comedies in Miniature.

Cather. Troll Garden.

Clay. City Building.

Columbia University. Teachers College Contributions to Education. Vol. 129.

Cowan. Bibliography of the History of California and the Pacific West, 1510-1906.

Dawson. The History Inquiry.

Defoe. Selections from Defoe's Minor Novels. ed. Saintsbury.

Dresslar. American Schoolhouses. U. S. Bur. of Educ. Bull., 1910, no. 5.

Fletcher. History of Poland.

Frazer. Life and Tokens of E. D. Cope.

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Gibbs. Scientific Papers. ed. Bumstead.

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Scott. Technical Methods of Analysis of Metallurgical and Allied Products.

Simar. Race Myth. tr. by Goldenweiser.

Stephens. Chamber Music.

Stoeckius. Naturalism.

Taylor. Critical Essays and Literary Notes.

U. S. Public Health Service. Hygienic Laboratory Bulletin no. 151.

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Richards. Some Aspects of Parental Love.

East of Sun West of Moon. Hodder ed.

James Foley. 4 vols. uniform set ltd. ed.

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Burns. Masked War.

Hooton. Ancient Inhabitants of Canary Islands.

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Bronte. The Professor. Dutton, 1905. Cloth. Describe. Cheap!

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Words to Aid the Puzzled.
A. D. Innes. Ten Tudor Statesmen. Pub. Nash, London, 1906.

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Wylie. Venetian Glass Nephew.
Humbert Wolfe. Humoresque; This Blind Rose.
Osteno. Young May Moon.
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Creery. Harpers Guide to Wild Flowers.
Musical Moments. Chicago. 1893.
O. W. Holmes. Common Law.
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Ashford. Young Visitors.
Plutarch's Lives. Trans. Thomas North.
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Washington Sq. Bk. Shop, 27 W. 8th, N. Y.
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Edgar H. Wells & Co., 602 Madison Ave., N. Y.
Correspondence of Carlyle and Emerson, B., 1888.
2 vols.
Day on the Cooper River.
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International Star Bulletin. 1928. No. 7; No. 3, 1929.
Browne. Skating in International Style.

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* * * The Booksellers' Convention this year occupied two days instead of four. There were no formal speeches except those of the president, George W. Jacobs, and the executive secretary, Ellis W. Meyers. There were no resolutions and there was no stenographic report of the proceedings. This week the *Publishers' Weekly* carries as usual its immediate brief report on the Convention. It will, as usual, carry a more complete report next week. But the report this year will, of course, be much briefer than usual and the number should reach our subscribers promptly. We hope this bit of news will be greeted with enthusiasm. * * *

* * * A report on the College Bookstore

Convention, which is being held at the same time as the A. B. A. Convention also at the Hotel Pennsylvania, New York, will be printed in the same issue. * * *

* * * Our series of articles on "Making Windows Sell" will continue through June with prizes for the best windows in each classification. On May 28th, there will be a prize for the best entry in the windows displaying Travel Books; June 11th the \$20. prize will be given to the best window display arranged by a shop in a small city. This will conclude the series of prizes. On June 25th we will print the final article in the series, a summary of the principles discussed in the series of articles. * * *

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